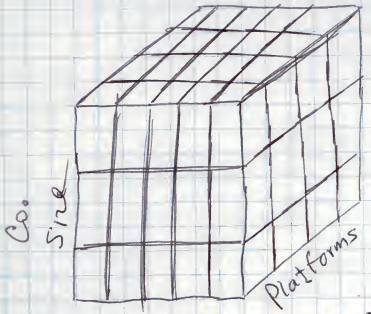
Manufacturing Applications Software (A)

- 8 Segments (Verticals)
- ~60 data cells per segment (example below)




60 cells

- US
- Europe
- Rest-of-World

Data Availability: U.S. Application Software Market 1992-1997 (B)

| | SW mkt Size, Growth (All Apps) | Individual Functional/Application Size, Growth | Co. Size | Co. Size Behavior | Platform Analysis |
|---|---|---|---|---|---|
| Automotive | A | | A | | |
| Electronic | A | | A | | |
| Equipment/Const | A | | A | | |
| Consumer Mfg | A* | B* | A* | B* | |
| Food/Phg Goods | A* | B* | A* | B* | |
| Wholesale Dist | A* | A* | A* | | B* |
| Chemicals | A | B | A | B | |
| Pharmaceutical | A | B | A | B | |
| Retail | A* | A* | A* | | B* |
| All Process | A | | A | | B |
| All Discrete | A | | A | | B |

Key: A: Exists with relatively small additional analysis
B: Have most data necessary; may require supplemental research
blank: Requires primary research
*: Depends on SIC's definition

INPUT®

Atrium at Glenpointe, 400 Frank W. Burr Blvd., Teaneck, NJ 07666 (201) 801-0050
Fax (201) 801-0441

**FAX TRANSMITTAL FORM**

Date: 12/7

To: Name: Tom Moldauer

Tel./Location: 8743

Co.: Andersen

Fax No: 507-0510

From: Tom O'Flaherty

Subject: Response to Request

Confidential: Y / N
Urgent: (Y) / N

Page: 1 of _____

File: Chron
Contact
Other:

As you can see, there is very informed (purposely so, given the many imponderables in the request)

There is supposed to be a meeting w/2 a partner on this Tuesday

My understanding is that this is just a first pass to establish overall parameters

Martha Johnson
James 312-507-6668

# MARKET ANALYSIS MANUFACTURING SOFTWARE

(work for Jean Davis)

Assumptions:
- Worldwide data
- Projected sales are in dollars
- Data is stratified by industry segment (for 8 identified industries)

General Questions:

| | | |
|---|---|---|
| Industrial | Automotive | 3700-3799 |
| | Electronics/hi tech | 3600-3699 |
| | Heavy Equipment/construction | 3500-3599 |
| | Consumer manufacturing | |
| Consumer | Food and packaged goods mfg | |
| | Wholesale distribution | |
| Process/energy | Chemicals | 28-2898 not 2834 |
| | Pharmaceutical | 2834 |

fax 507 2548
312

Can you provide data for the questions below based on 2 digit SIC codes or 4 digit SIC codes and what is the cost differential for each kind of research?

Can the data be stratified by size of company (dollar volume)? yes

Can the data be stratified by the functional use of the software ? (e.g. we don't want to end up with data related to CAD software packages)

Can the data be stratified by hardware platform? (e.g. we don't want to end up with data related to software that runs on PCs.)

How far out into the future can data be projected? 5 yrs (92-97)

Specific Questions for Research Companies:

1. What are projected software sales through the year 2000?

2. What are projected software sales through the year 2000 for each category of software listed below?

   Enterprise (for example MRP (manufactuing resource planning) software. Does planning at overall level)

   Execution (for example, shop floor control software which tracks detailed manufacturing work steps from one operation to the next). This is lower level of detail step than execution systems (enterprise)

   Plant monitoring (For example machine cleaning software products) We don't want to develop software for this category. We want to exclude them from our analysis of market.

3. What are the projected growth percentages for each industry through 2000?

What we would like to know by 12/8 morning:

Does this information already exist? - Not to this level
Is it possible to get this information?

Cost?
How long will it take?

**************************
*** ACTIVITY REPORT ***
**************************

TRANSMISSION OK

| | |
|---|---|
| TX/RX NO. | 1050 |
| CONNECTION TEL | 13125071043 |
| CONNECTION ID | |
| START TIME | 01/15 17:39 |
| USAGE TIME | 04'57 |
| PAGES | 9 |
| RESULT | OK |

INPUT

Atrium at Glenpointe, 400 Frank W. Burr Blvd., Teaneck, NJ 07666 (201) 801-0050
Fax (201) 801-0441

**FAX TRANSMITTAL FORM**

Date: Jan 15

Confidential: Y / N
Urgent: (Y) / N

To: Name: Susan Erdman / Lisa Lane

Tel./Location: 312-507-4928

Co.: Andersen

Page: 1 of 9

Fax No: 312-507-1043

File: Chron
Contact
Other:

From: Tom O'Flaherty

Subject: "Quantitative" Deliverables

#5

US Segments

- 3 Industrial (still owe you subtotal)
- 2 Consumer "
- 2 Process "
- X-Industry

---

Also owe you:

- U.S. Total ("Andersen Sectors"). } Monday
- Breakouts by company size

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES

| SEGMENTATION | 1991 ($M) | 1992 ($M) | 1993 ($M) | 1994 ($M) | 1995 ($M) | 1996 ($M) | 1997 ($M) | 2000 ($M) | CAGR 92-97 |
|---|---|---|---|---|---|---|---|---|---|
| INDUSTRIAL | | | | | | | | | |
| AUTO (SUPPLIERS) | | | | | | | | | |
| TURNKEY SYSTEMS | 140 | 155 | 170 | 186 | 204 | 225 | 249 | 274 | 10% |
| EQUIPMENT | 66 | 70 | 75 | 80 | 84 | 90 | 100 | 107 | 7% |
| SOFTWARE PRODUCTS | 52 | 59 | 65 | 73 | 80 | 90 | 100 | 111 | 11% |
| APPLICATIONS | 45 | 51 | 56 | 64 | 71 | 80 | 88 | 98 | 11% |
| SYSTEMS | 7 | 8 | 8 | 9 | 10 | 11 | 12 | 13 | 9% |
| PROFESSIONAL SERVICES | 22 | 26 | 31 | 34 | 40 | 45 | 49 | 56 | 13% |
| APPLICATIONS SOFTWARE PRODUCTS | 98 | 111 | 126 | 143 | 165 | 190 | 219 | 254 | 15% |
| MAINFRAME | 19 | 21 | 22 | 23 | 25 | 26 | 28 | 30 | 6% |
| MIDRANGE | 52 | 58 | 63 | 68 | 76 | 84 | 93 | 103 | 10% |
| WORKSTATION/PC | 27 | 33 | 41 | 51 | 64 | 80 | 98 | 122 | 24% |
| PROFESSIONAL SERVICES | 223 | 244 | 267 | 293 | 320 | 351 | 384 | 421 | 9% |
| CONSULTING | 56 | 61 | 69 | 77 | 87 | 99 | 111 | 125 | 13% |
| CUSTOM SOFTWARE | 135 | 147 | 157 | 171 | 185 | 198 | 212 | 228 | 8% |
| EDUCATION/TRAINING | 33 | 36 | 41 | 45 | 49 | 54 | 61 | 68 | 11% |
| SYSTEMS INTEGRATION | 57 | 67 | 81 | 98 | 118 | 146 | 177 | 214 | 21% |
| EQUIPMENT | 20 | 23 | 28 | 34 | 41 | 50 | 61 | 74 | 21% |
| APPLICATION SOFTWARE | 3 | 4 | 4 | 5 | 6 | 8 | 9 | 11 | 21% |
| SYSTEM SOFTWARE | 1 | 1 | 2 | 2 | 2 | 3 | 4 | 4 | 22% |
| PROFESSIONAL SERVICES | 31 | 37 | 45 | 54 | 65 | 80 | 97 | 118 | 21% |
| OTHER | 2 | 2 | 3 | 3 | 4 | 5 | 6 | 7 | 21% |
| TOTAL | 518 | 577 | 644 | 720 | 807 | 912 | 1028 | 1163 | 12% |

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES

| SEGMENTATION | 1991 ($M) | 1992 ($M) | 1993 ($M) | 1994 ($M) | 1995 ($M) | 1996 ($M) | 1997 ($M) | 2000 ($M) | CAGR 92-97 |
|---|---|---|---|---|---|---|---|---|---|
| ELECTRONICS | | | | | | | | | |
| TURNKEY SYSTEMS | 448 | 496 | 545 | 596 | 653 | 721 | 796 | 876 | 10% |
| EQUIPMENT | 210 | 223 | 240 | 256 | 268 | 289 | 318 | 342 | 7% |
| SOFTWARE PRODUCTS | 166 | 188 | 207 | 233 | 257 | 289 | 319 | 355 | 11% |
| APPLICATIONS | 142 | 164 | 180 | 205 | 226 | 255 | 281 | 313 | 11% |
| SYSTEMS | 23 | 24 | 27 | 28 | 31 | 34 | 38 | 42 | 9% |
| PROFESSIONAL SERVICES | 72 | 84 | 98 | 107 | 129 | 143 | 158 | 179 | 13% |
| APPLICATIONS SOFTWARE PRODUCTS | 315 | 356 | 404 | 458 | 527 | 608 | 701 | 813 | 15% |
| MAINFRAME | 61 | 66 | 71 | 75 | 79 | 84 | 89 | 95 | 6% |
| MIDRANGE | 167 | 185 | 202 | 219 | 244 | 270 | 298 | 328 | 10% |
| WORKSTATION/PC | 86 | 105 | 131 | 164 | 205 | 254 | 313 | 390 | 24% |
| PROFESSIONAL SERVICES | 713 | 781 | 855 | 936 | 1024 | 1122 | 1228 | 1347 | 9% |
| CONSULTING | 178 | 195 | 221 | 247 | 277 | 315 | 354 | 399 | 13% |
| CUSTOM SOFTWARE | 431 | 472 | 502 | 546 | 591 | 633 | 678 | 729 | 8% |
| EDUCATION/TRAINING | 104 | 114 | 132 | 143 | 156 | 173 | 196 | 219 | 11% |
| SYSTEMS INTEGRATION | 182 | 215 | 259 | 313 | 377 | 466 | 566 | 686 | 21% |
| EQUIPMENT | 63 | 75 | 90 | 108 | 130 | 161 | 196 | 237 | 21% |
| APPLICATION SOFTWARE | 9 | 11 | 13 | 16 | 20 | 24 | 29 | 36 | 21% |
| SYSTEM SOFTWARE | 4 | 4 | 5 | 6 | 8 | 9 | 12 | 14 | 22% |
| PROFESSIONAL SERVICES | 100 | 118 | 142 | 172 | 207 | 256 | 311 | 377 | 21% |
| OTHER | 6 | 7 | 8 | 10 | 12 | 15 | 18 | 22 | 21% |
| TOTAL | 1638 | 1847 | 2062 | 2303 | 2582 | 2917 | 3291 | 3722 | 12% |

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES

| SEGMENTATION | 1991 ($M) | 1992 ($M) | 1993 ($M) | 1994 ($M) | 1995 ($M) | 1996 ($M) | 1997 ($M) | 2000 ($M) | CAGR 92-97 |
|---|---|---|---|---|---|---|---|---|---|
| INDUSTRIAL/CONSUMER MFGR | | | | | | | | | |
| TURNKEY SYSTEMS | 1393 | 1542 | 1695 | 1856 | 2034 | 2245 | 2478 | 2728 | 10% |
| EQUIPMENT | 655 | 694 | 746 | 798 | 833 | 898 | 991 | 1064 | 7% |
| SOFTWARE PRODUCTS | 516 | 586 | 644 | 724 | 800 | 901 | 994 | 1105 | 11% |
| APPLICATIONS | 443 | 510 | 560 | 637 | 704 | 794 | 875 | 975 | 11% |
| SYSTEMS | 72 | 76 | 84 | 87 | 96 | 107 | 119 | 130 | 9% |
| PROFESSIONAL SERVICES | 223 | 262 | 305 | 334 | 400 | 446 | 492 | 558 | 13% |
| APPLICATIONS SOFTWARE PRODUCTS | 980 | 1108 | 1256 | 1425 | 1641 | 1892 | 2181 | 2530 | 15% |
| MAINFRAME | 191 | 204 | 220 | 233 | 245 | 261 | 277 | 295 | 6% |
| MIDRANGE | 521 | 577 | 627 | 682 | 758 | 839 | 929 | 1022 | 10% |
| WORKSTATION/PC | 268 | 327 | 408 | 510 | 638 | 792 | 975 | 1213 | 24% |
| PROFESSIONAL SERVICES | 2221 | 2430 | 2661 | 2914 | 3189 | 3491 | 3823 | 4191 | 9% |
| CONSULTING | 554 | 607 | 687 | 767 | 864 | 981 | 1102 | 1241 | 13% |
| CUSTOM SOFTWARE | 1342 | 1469 | 1562 | 1701 | 1838 | 1971 | 2111 | 2269 | 8% |
| EDUCATION/TRAINING | 324 | 355 | 412 | 446 | 487 | 539 | 611 | 681 | 11% |
| SYSTEMS INTEGRATION | 566 | 670 | 807 | 973 | 1173 | 1451 | 1761 | 2136 | 21% |
| EQUIPMENT | 196 | 232 | 279 | 337 | 406 | 502 | 609 | 739 | 21% |
| APPLICATION SOFTWARE | 29 | 35 | 42 | 50 | 61 | 75 | 92 | 111 | 21% |
| SYSTEM SOFTWARE | 11 | 13 | 16 | 20 | 24 | 29 | 36 | 44 | 22% |
| PROFESSIONAL SERVICES | 311 | 368 | 443 | 534 | 644 | 797 | 967 | 1173 | 21% |
| OTHER | 18 | 22 | 26 | 32 | 38 | 47 | 57 | 69 | 21% |
| TOTAL | 5159 | 5750 | 6419 | 7168 | 8037 | 9080 | 10242 | 11585 | 12% |

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES

| SEGMENTATION | 1991 ($M) | 1992 ($M) | 1993 ($M) | 1994 ($M) | 1995 ($M) | 1996 ($M) | 1997 ($M) | 2000 ($M) | CAGR 92-97 |
|---|---|---|---|---|---|---|---|---|---|
| CONSUMER | | | | | | | | | |
| FOOD & CPG | | | | | | | | | |
| TURNKEY SYSTEMS | 61 | 67 | 74 | 82 | 90 | 99 | 109 | 120 | 10% |
| EQUIPMENT | 29 | 32 | 36 | 39 | 43 | 47 | 52 | 57 | 10% |
| SOFTWARE PRODUCTS | 22 | 24 | 27 | 29 | 32 | 36 | 39 | 43 | 10% |
| APPLICATIONS | 19 | 21 | 23 | 25 | 28 | 31 | 34 | 37 | 10% |
| SYSTEMS | 3 | 3 | 4 | 4 | 4 | 5 | 5 | 6 | 10% |
| PROFESSIONAL SERVICES | 10 | 11 | 12 | 13 | 14 | 16 | 17 | 19 | 10% |
| APPLICATIONS SOFTWARE PRODUCTS | 89 | 102 | 118 | 136 | 158 | 184 | 220 | 258 | 16% |
| MAINFRAME | 19 | 20 | 21 | 22 | 23 | 25 | 31 | 33 | 9% |
| MIDRANGE | 34 | 38 | 42 | 47 | 52 | 58 | 64 | 71 | 11% |
| WORKSTATION/PC | 36 | 44 | 55 | 67 | 83 | 102 | 125 | 154 | 23% |
| PROFESSIONAL SERVICES | 233 | 265 | 292 | 319 | 350 | 383 | 420 | 462 | 10% |
| CONSULTING | 56 | 64 | 73 | 83 | 92 | 104 | 118 | 133 | 13% |
| CUSTOM SOFTWARE | 144 | 162 | 173 | 188 | 205 | 221 | 237 | 256 | 8% |
| EDUCATION/TRAINING | 33 | 39 | 45 | 49 | 53 | 59 | 65 | 72 | 11% |
| SYSTEMS INTEGRATION | 19 | 40 | 44 | 50 | 57 | 66 | 75 | 86 | 14% |
| EQUIPMENT | 8 | 17 | 19 | 22 | 25 | 29 | 33 | 38 | 14% |
| APPLICATION SOFTWARE | 1 | 1 | 1 | 1 | 2 | 2 | 2 | 2 | 13% |
| SYSTEM SOFTWARE | 1 | 1 | 1 | 1 | 2 | 2 | 2 | 2 | 13% |
| PROFESSIONAL SERVICES | 9 | 19 | 21 | 24 | 27 | 31 | 36 | 40 | 14% |
| OTHER | 1 | 1 | 1 | 1 | 2 | 2 | 2 | 2 | 13% |
| TOTAL | 402 | 474 | 528 | 587 | 655 | 732 | 824 | 925 | 12% |

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES

| SEGMENTATION | 1991 ($M) | 1992 ($M) | 1993 ($M) | 1994 ($M) | 1995 ($M) | 1996 ($M) | 1997 ($M) | 2000 ($M) | CAGR 92-97 |
|---|---|---|---|---|---|---|---|---|---|
| WHOLESALE | | | | | | | | | |
| TURNKEY SYSTEMS | 487 | 522 | 559 | 604 | 653 | 683 | 731 | 783 | 7% |
| EQUIPMENT | 229 | 235 | 246 | 260 | 268 | 273 | 292 | 306 | 4% |
| SOFTWARE PRODUCTS | 180 | 198 | 212 | 236 | 257 | 274 | 293 | 317 | 8% |
| APPLICATIONS | 155 | 173 | 185 | 207 | 226 | 242 | 258 | 280 | 8% |
| SYSTEMS | 25 | 26 | 28 | 28 | 31 | 33 | 35 | 37 | 6% |
| PROFESSIONAL SERVICES | 78 | 89 | 101 | 109 | 128 | 136 | 145 | 160 | 10% |
| APPLICATIONS SOFTWARE PRODUCTS | 527 | 587 | 662 | 743 | 845 | 958 | 1083 | 1243 | 13% |
| MAINFRAME | 245 | 255 | 268 | 275 | 287 | 298 | 317 | 331 | 4% |
| MIDRANGE | 122 | 137 | 152 | 168 | 186 | 200 | 226 | 250 | 11% |
| WORKSTATION/PC | 160 | 195 | 242 | 300 | 372 | 460 | 540 | 662 | 23% |
| PROFESSIONAL SERVICES | 351 | 380 | 409 | 439 | 472 | 505 | 542 | 583 | 7% |
| CONSULTING | 81 | 88 | 98 | 109 | 122 | 135 | 148 | 164 | 11% |
| CUSTOM SOFTWARE | 217 | 235 | 248 | 260 | 273 | 286 | 297 | 311 | 5% |
| EDUCATION/TRAINING | 53 | 57 | 63 | 70 | 77 | 84 | 97 | 108 | 11% |
| SYSTEMS INTEGRATION | 156 | 182 | 210 | 243 | 285 | 332 | 384 | 446 | 16% |
| EQUIPMENT | 54 | 63 | 73 | 84 | 99 | 115 | 133 | 154 | 16% |
| APPLICATION SOFTWARE | 6 | 7 | 8 | 9 | 11 | 13 | 15 | 17 | 16% |
| SYSTEM SOFTWARE | 5 | 6 | 7 | 8 | 9 | 11 | 12 | 14 | 15% |
| PROFESSIONAL SERVICES | 87 | 101 | 117 | 136 | 159 | 185 | 214 | 249 | 16% |
| OTHER | 4 | 5 | 5 | 6 | 7 | 8 | 10 | 11 | 15% |
| TOTAL | 1521 | 1671 | 1840 | 2029 | 2255 | 2478 | 2740 | 3055 | 10% |

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES

| SEGMENTATION | 1991 ($M) | 1992 ($M) | 1993 ($M) | 1994 ($M) | 1995 ($M) | 1996 ($M) | 1997 ($M) | 2000 ($M) | CAGR 92-97 |
|---|---|---|---|---|---|---|---|---|---|
| PROCESS | | | | | | | | | |
| CHEMICAL | | | | | | | | | |
| TURNKEY SYSTEMS | 56 | 61 | 68 | 74 | 82 | 90 | 99 | 109 | 10% |
| EQUIPMENT | 27 | 29 | 32 | 36 | 39 | 43 | 47 | 52 | 10% |
| SOFTWARE PRODUCTS | 20 | 22 | 24 | 27 | 30 | 32 | 36 | 39 | 10% |
| APPLICATIONS | 17 | 19 | 21 | 23 | 26 | 28 | 31 | 34 | 10% |
| SYSTEMS | 3 | 3 | 3 | 4 | 4 | 4 | 5 | 5 | 10% |
| PROFESSIONAL SERVICES | 9 | 10 | 11 | 12 | 13 | 14 | 16 | 17 | 10% |
| APPLICATIONS SOFTWARE PRODUCTS | 49 | 56 | 63 | 72 | 82 | 95 | 114 | 133 | 15% |
| MAINFRAME | 17 | 18 | 19 | 20 | 21 | 23 | 28 | 30 | 9% |
| MIDRANGE | 16 | 17 | 19 | 21 | 24 | 26 | 29 | 32 | 11% |
| WORKSTATION/PC | 16 | 20 | 25 | 31 | 38 | 46 | 57 | 70 | 23% |
| PROFESSIONAL SERVICES | 212 | 241 | 265 | 290 | 318 | 349 | 382 | 420 | 10% |
| CONSULTING | 51 | 58 | 67 | 75 | 84 | 95 | 107 | 121 | 13% |
| CUSTOM SOFTWARE | 131 | 148 | 157 | 171 | 186 | 201 | 216 | 233 | 8% |
| EDUCATION/TRAINING | 30 | 35 | 41 | 44 | 48 | 53 | 59 | 66 | 11% |
| SYSTEMS INTEGRATION | 17 | 36 | 40 | 46 | 52 | 60 | 69 | 78 | 14% |
| EQUIPMENT | 8 | 16 | 18 | 20 | 23 | 26 | 30 | 34 | 14% |
| APPLICATION SOFTWARE | 1 | 1 | 1 | 1 | 2 | 2 | 2 | 2 | 13% |
| SYSTEM SOFTWARE | 1 | 1 | 1 | 1 | 2 | 2 | 2 | 2 | 13% |
| PROFESSIONAL SERVICES | 8 | 17 | 19 | 22 | 25 | 28 | 32 | 37 | 14% |
| OTHER | 1 | 1 | 1 | 1 | 2 | 2 | 2 | 2 | 13% |
| TOTAL | 334 | 394 | 436 | 482 | 534 | 593 | 663 | 739 | 11% |

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES

| SEGMENTATION | 1991 ($M) | 1992 ($M) | 1993 ($M) | 1994 ($M) | 1995 ($M) | 1996 ($M) | 1997 ($M) | 2000 ($M) | CAGR 92-97 |
|---|---|---|---|---|---|---|---|---|---|
| PHARMACEUTICALS | | | | | | | | | |
| TURNKEY SYSTEMS | 11 | 12 | 14 | 15 | 16 | 18 | 20 | 22 | 10% |
| EQUIPMENT | 5 | 6 | 6 | 7 | 8 | 9 | 9 | 10 | 10% |
| SOFTWARE PRODUCTS | 4 | 4 | 5 | 5 | 6 | 6 | 7 | 8 | 10% |
| APPLICATIONS | 3 | 4 | 4 | 5 | 5 | 6 | 6 | 7 | 10% |
| SYSTEMS | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 10% |
| PROFESSIONAL SERVICES | 2 | 2 | 2 | 2 | 3 | 3 | 3 | 3 | 10% |
| APPLICATIONS SOFTWARE PRODUCTS | 20 | 24 | 27 | 32 | 37 | 43 | 51 | 61 | 17% |
| MAINFRAME | 3 | 4 | 4 | 4 | 4 | 5 | 6 | 6 | 9% |
| MIDRANGE | 8 | 9 | 10 | 11 | 13 | 14 | 15 | 17 | 11% |
| WORKSTATION/PC | 9 | 11 | 13 | 16 | 20 | 25 | 30 | 37 | 23% |
| PROFESSIONAL SERVICES | 42 | 48 | 53 | 58 | 64 | 70 | 76 | 84 | 10% |
| CONSULTING | 10 | 12 | 13 | 15 | 17 | 19 | 21 | 24 | 13% |
| CUSTOM SOFTWARE | 26 | 30 | 31 | 34 | 37 | 40 | 43 | 47 | 8% |
| EDUCATION/TRAINING | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 | 11% |
| SYSTEMS INTEGRATION | 3 | 7 | 8 | 9 | 10 | 12 | 14 | 16 | 14% |
| EQUIPMENT | 2 | 3 | 4 | 4 | 5 | 5 | 6 | 7 | 14% |
| APPLICATION SOFTWARE | 0.1 | 0.2 | 0.2 | 0.3 | 0.3 | 0.4 | 0.4 | 0.5 | 13% |
| SYSTEM SOFTWARE | 0.1 | 0.2 | 0.2 | 0.3 | 0.3 | 0.4 | 0.4 | 0.5 | 13% |
| PROFESSIONAL SERVICES | 2 | 3 | 4 | 4 | 5 | 6 | 6 | 7 | 14% |
| OTHER | 0.1 | 0.2 | 0.2 | 0.3 | 0.3 | 0.4 | 0.4 | 0.5 | 13% |
| TOTAL | 77 | 91 | 102 | 114 | 127 | 143 | 161 | 182 | 12% |

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES

| SEGMENTATION | 1991 ($M) | 1992 ($M) | 1993 ($M) | 1994 ($M) | 1995 ($M) | 1996 ($M) | 1997 ($M) | 2000 ($M) | CAGR 92-97 |
|---|---|---|---|---|---|---|---|---|---|
| CROSS INDUSTRY MARKETS | | | | | | | | | |
| MAINFRAME APPLICATION SOFTWARE | | | | | | | | | |
| ACCOUNTING | 757 | 790 | 820 | 850 | 890 | 920 | 1000 | 1048 | 5% |
| EDUCATION & TRAINING | 55 | 56 | 56 | 58 | 60 | 61 | 62 | 63 | 2% |
| ENGINEERING & SCIENTIFIC | 146 | 158 | 170 | 185 | 200 | 215 | 230 | 248 | 8% |
| HUMAN RESOURCES | 265 | 280 | 295 | 310 | 325 | 340 | 360 | 379 | 5% |
| OFFICE SYSTEMS | 163 | 166 | 170 | 173 | 176 | 180 | 184 | 188 | 2% |
| PLANNING & ANALYSIS | 200 | 216 | 233 | 252 | 270 | 287 | 300 | 320 | 7% |
| SALES & MARKETING | 190 | 200 | 213 | 225 | 240 | 254 | 270 | 287 | 6% |
| SUB-TOTAL | 1776 | 1866 | 1957 | 2053 | 2161 | 2257 | 2406 | 2533 | 5% |
| MINICOMPUTER APPLICATION SOFTWARE | | | | | | | | | |
| ACCOUNTING | 560 | 600 | 630 | 670 | 710 | 750 | 800 | 847 | 6% |
| EDUCATION & TRAINING | 26 | 27 | 27 | 28 | 28 | 29 | 29 | 29 | 1% |
| ENGINEERING & SCIENTIFIC | 241 | 265 | 290 | 320 | 350 | 390 | 425 | 467 | 10% |
| HUMAN RESOURCES | 265 | 275 | 295 | 320 | 345 | 375 | 400 | 431 | 8% |
| OFFICE SYSTEMS | 565 | 610 | 660 | 710 | 768 | 830 | 895 | 966 | 8% |
| PLANNING & ANALYSIS | 170 | 178 | 180 | 180 | 180 | 180 | 180 | 180 | 0% |
| SALES & MARKETING | 75 | 80 | 84 | 90 | 95 | 100 | 106 | 112 | 6% |
| SUB-TOTAL | 1902 | 2035 | 2166 | 2318 | 2476 | 2654 | 2835 | 3034 | 7% |
| PC/WORKSTATION APPLICATION SOFTWARE | | | | | | | | | |
| ACCOUNTING | 933 | 1050 | 1200 | 1400 | 1600 | 1900 | 2400 | 2831 | 18% |
| EDUCATION & TRAINING | 120 | 130 | 140 | 155 | 175 | 205 | 240 | 271 | 13% |
| ENGINEERING & SCIENTIFIC | 264 | 304 | 350 | 400 | 460 | 530 | 610 | 701 | 15% |
| HUMAN RESOURCES | 173 | 210 | 260 | 320 | 390 | 500 | 640 | 800 | 25% |
| OFFICE SYSTEMS | 1672 | 1895 | 2165 | 2550 | 2900 | 3500 | 4360 | 5151 | 18% |
| PLANNING & ANALYSIS | 1250 | 1500 | 1800 | 2160 | 2590 | 3110 | 3730 | 4475 | 20% |
| SALES & MARKETING | 70 | 80 | 95 | 115 | 140 | 180 | 245 | 306 | 25% |
| SUB-TOTAL | 4482 | 5169 | 6010 | 7100 | 8255 | 9925 | 12225 | 14536 | 19% |
| CROSS-INDUSTRY APPLIC. SOFTWARE | | | | | | | | | |
| ACCOUNTING | 2250 | 2440 | 2650 | 2920 | 3200 | 3570 | 4200 | 4727 | 11% |
| EDUCATION & TRAINING | 201 | 213 | 223 | 241 | 263 | 295 | 331 | 364 | 9% |
| ENGINEERING & SCIENTIFIC | 651 | 727 | 810 | 905 | 1010 | 1135 | 1265 | 1416 | 12% |
| HUMAN RESOURCES | 703 | 765 | 850 | 950 | 1060 | 1215 | 1400 | 1609 | 13% |
| OFFICE SYSTEMS | 2400 | 2671 | 2995 | 3433 | 3844 | 4510 | 5439 | 6305 | 15% |
| PLANNING & ANALYSIS | 1620 | 1894 | 2213 | 2592 | 3040 | 3577 | 4210 | 4976 | 17% |
| SALES & MARKETING | 335 | 360 | 392 | 430 | 475 | 534 | 621 | 705 | 12% |
| TOTAL | 8160 | 9070 | 10133 | 11471 | 12892 | 14836 | 17466 | 20103 | 14% |

## Retail - Europe

| | 1992 | 1997 | CAGR |
|---|---|---|---|
| Trans proc | 150 | 150 | 0 |
| Turnkey | 600 | 1000 | 11 |
| Appl SW Prod | 250 | 450 | 12 |
| Prof Serv | 800 | 1100 | 7 |
| Netw Svs | 200 | 450 | 18 |
| SO | 50 | 150 | 25 |
| SI | 200 | 400 | 15 |
| Ind Sect Total | 2250 | 3700 | 10 |

## Wholesale - Europe

| | 1992 | 1997 | CAGR |
|---|---|---|---|
| Trans Proc | 160 | 210 | 6 |
| Turnkey | 790 | 1250 | 10 |
| Appl SW Prods | 320 | 630 | 15 |
| Prof Serv. | 1060 | 1630 | 9 |
| Netw Svs | 120 | 320 | 22 |
| SO | 50 | 105 | 16 |
| SI | 195 | 430 | 17 |
| Ind Sect Total | 2700 | 4600 | 11 |

per Roger Fulton 1/18 2:30

if you need him call at home

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES

| SEGMENTATION | 1991 ($M) | 1992 ($M) | 1993 ($M) | 1994 ($M) | 1995 ($M) | 1996 ($M) | 1997 ($M) | 2000 ($M) | CAGR 92-97 |
|---|---|---|---|---|---|---|---|---|---|
| GRAND TOTAL | | | | | | | | | |
| TURNKEY SYSTEMS | 2597 | 2856 | 3124 | 3413 | 3732 | 4082 | 4481 | 4910 | 9% |
| EQUIPMENT | 1222 | 1289 | 1381 | 1476 | 1542 | 1649 | 1810 | 1938 | 7% |
| SOFTWARE PRODUCTS | 960 | 1082 | 1184 | 1326 | 1463 | 1630 | 1789 | 1978 | 11% |
| APPLICATIONS | 825 | 941 | 1030 | 1166 | 1286 | 1435 | 1573 | 1743 | 11% |
| SYSTEMS | 134 | 141 | 154 | 160 | 177 | 195 | 216 | 235 | 9% |
| PROFESSIONAL SERVICES | 415 | 484 | 559 | 611 | 727 | 803 | 881 | 994 | 13% |
| APPLICATIONS SOFTWARE PRODUCTS | 2078 | 2343 | 2656 | 3009 | 3455 | 3970 | 4569 | 5290 | 14% |
| MAINFRAME | 555 | 587 | 625 | 652 | 684 | 721 | 776 | 820 | 6% |
| MIDRANGE | 921 | 1021 | 1115 | 1217 | 1352 | 1491 | 1655 | 1823 | 10% |
| WORKSTATION/PC | 602 | 735 | 915 | 1140 | 1419 | 1758 | 2139 | 2648 | 24% |
| PROFESSIONAL SERVICES | 3995 | 4387 | 4802 | 5249 | 5737 | 6270 | 6855 | 7506 | 9% |
| CONSULTING | 986 | 1084 | 1228 | 1373 | 1542 | 1748 | 1960 | 2207 | 13% |
| CUSTOM SOFTWARE | 2426 | 2662 | 2831 | 3072 | 3314 | 3549 | 3794 | 4073 | 7% |
| EDUCATION/TRAINING | 583 | 642 | 743 | 805 | 881 | 973 | 1101 | 1226 | 11% |
| SYSTEMS INTEGRATION | 999 | 1218 | 1449 | 1731 | 2072 | 2532 | 3045 | 3658 | 20% |
| EQUIPMENT | 349 | 429 | 510 | 609 | 729 | 889 | 1069 | 1282 | 20% |
| APPLICATION SOFTWARE | 49 | 59 | 70 | 83 | 101 | 124 | 150 | 181 | 20% |
| SYSTEM SOFTWARE | 22 | 28 | 33 | 39 | 46 | 57 | 68 | 81 | 20% |
| PROFESSIONAL SERVICES | 547 | 663 | 791 | 945 | 1132 | 1383 | 1663 | 1999 | 20% |
| OTHER | 31 | 39 | 45 | 54 | 65 | 79 | 96 | 115 | 20% |
| TOTAL | 9669 | 10804 | 12032 | 13403 | 14996 | 16854 | 18950 | 21364 | 12% |

| | % Under $550 MM |
|---|---|
| Japan | 25% |
| Korea | 20 |
| Taiwan | 60% |
| Hong Kong | 60% |
| Singapore | 60% |
| Australia | 40% |
| | |
| France | 35 |
| UK | 40 |
| Germany | 45 |
| Italy | 40 |
| Spain | 40 |
| Others | 35 |

(U.S. - 40-50%)

## Distribution Sector, Europe
## Software and Services Market, 1992-1997

| Subsector | $ Millions | | | | |
|---|---|---|---|---|---|
| | 1991 | '91-'92 AGR (%) | 1992 | '92-'97 CAGR (%) | 1997 |
| Transaction Processing | 310 | 0 | 310 | 3 | 360 |
| Turnkey Systems | 1,260 | 10 | 1,390 | 10 | 2,250 |
| Applications Software Products | 490 | 16 | 570 | 14 | 1,080 |
| Professional Services | 1,740 | 7 | 1,860 | 8 | 2,730 |
| Network Services | 270 | 19 | 320 | 19 | 770 |
| Systems Operations | 80 | 25 | 100 | 21 | 255 |
| Systems Integration | 335 | 18 | 395 | 16 | 830 |
| Industry Sector Total (Rounded) | 4,500 | 10 | 4,950 | 11 | 8,300 |

(1) Breakout of each # by wholesale or retail (probably not same proportion for each subsector

(2) Difference in growth rates by wholesale/retail

## Retail - Europe

| | 1992 | 1997 | CAGR |
|---|---|---|---|
| trans proc | 150 | 150 | 0 |
| turnkey | 600 | 1000 | 11 |
| App SW Prod | 250 | 450 | 12 |
| Prof Serv | 800 | 1100 | 7 |
| Netw Sev | 200 | 450 | 18 |
| SO | 50 | 150 | 25 |
| SI | 200 | 400 | 15 |
| Ind Sect Total | 2250 | 3700 | 10 |

## Wholesale - Europe

| | 1992 | 1997 | CAGR |
|---|---|---|---|
| Trans Proc | 160 | 210 | 6 |
| Turnkey | 790 | 1250 | 10 |
| App SW Prods | 320 | 630 | 15 |
| Prof Serv | 1060 | 1630 | 9 |
| Netw Serv | 120 | 320 | 22 |
| SO | 50 | 105 | 16 |
| SI | 195 | 430 | 17 |
| Ind Sect Total | 2700 | 4600 | 11 |

per Roger Fulton 1/18 2:30

If you need him call at home

****************************
*** ACTIVITY REPORT ***
****************************

TRANSMISSION OK

| | |
|---|---|
| TX/RX NO. | 1084 |
| CONNECTION TEL | 13125071043 |
| CONNECTION ID | |
| START TIME | 01/18 14:59 |
| USAGE TIME | 01'21 |
| PAGES | 2 |
| RESULT | OK |

INPUT

Atrium at Glenpointe, 400 Frank W. Burr Blvd., Teaneck, NJ 07666 (201) 801-0050
Fax (201) 801-0441

**FAX TRANSMITTAL FORM**

Date: Jan 18

Confidential: Y / N
Urgent: (Y) N

Name: Susan Erdman / Lisa Lane

Tel./Location: 312-507-4928

Co.: Andersen

Page: 1 of ~~5~~ 2

Fax No: 312-507-1043

File: Chron
Contact
Other:

om: Tom OFlaherty

bject: "Quantitative" Deliverables

Europe Wholesale

INPUT

Atrium at Glenpointe, 400 Frank W. Burr Blvd., Teaneck, NJ 07666 (201) 801-0050
Fax (201) 801-0441

**FAX TRANSMITTAL FORM**

Date: Jan 15

Confidential: Y / N
Urgent: (Y) / N

To: Name: Susan Erdman / Lisa Lane

Tel./Location: 312-507-4928

Co.: Andersen

Page: 1 of 1

Fax No: 312-507-1043

File: Chron / Contact / Other:

From: Tom O'Flaherty

Subject: "Quantitative" Deliverables

There are 6 fax transmissions following.

| # | Contents |
|---|---|
| 1 | Europe - Segments |
| 2 | " - 5 large countries |
| 3 | " 11 Small countries |
| 4 | AIP - 5 countries |
| 5 | U.S. - Individual vert. segments + X-Ind |
| 6 | Regional summaries |

Still to Come

- U.S summaries + breakouts by Co. Size (see #5 for detail)
- 1997 Europe + Asia figures by country

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. $150M- $500M

| SEGMENTATION | 1991 ($M) | 1992 ($M) | 1993 ($M) | 1994 ($M) | 1995 ($M) | 1996 ($M) | 1997 ($M) | 2000 ($M) | CAGR 92-97 | |
|---|---|---|---|---|---|---|---|---|---|---|
| INDUSTRIAL | | | | | | | | | | |
| AUTO (SUPPLIERS) | | | | | | | | | | 0.12 |
| TURNKEY SYSTEMS | 17 | 19 | 20 | 22 | 25 | 27 | 30 | 33 | 10% | |
| EQUIPMENT | 8 | 8 | 9 | 10 | 10 | 11 | 12 | 13 | 7% | |
| SOFTWARE PRODUCTS | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 | 11% | |
| APPLICATIONS | 5 | 6 | 7 | 8 | 8 | 10 | 11 | 12 | 11% | |
| SYSTEMS | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 2 | 9% | |
| PROFESSIONAL SERVICES | 3 | 3 | 4 | 4 | 5 | 5 | 6 | 7 | 13% | |
| APPLICATIONS SOFTWARE PRODUCTS | 12 | 13 | 15 | 17 | 20 | 23 | 26 | 30 | 15% | |
| MAINFRAME | 2 | 2 | 3 | 3 | 3 | 3 | 3 | 4 | 6% | |
| MIDRANGE | 6 | 7 | 8 | 8 | 9 | 10 | 11 | 12 | 10% | |
| WORKSTATION/PC | 3 | 4 | 5 | 6 | 8 | 10 | 12 | 15 | 24% | |
| PROFESSIONAL SERVICES | 27 | 29 | 32 | 35 | 38 | 42 | 46 | 50 | 9% | |
| CONSULTING | 7 | 7 | 8 | 9 | 10 | 12 | 13 | 15 | 13% | |
| CUSTOM SOFTWARE | 16 | 18 | 19 | 20 | 22 | 24 | 25 | 27 | 8% | |
| EDUCATION/TRAINING | 4 | 4 | 5 | 5 | 6 | 6 | 7 | 8 | 11% | |
| SYSTEMS INTEGRATION | 7 | 8 | 10 | 12 | 14 | 17 | 21 | 26 | 21% | |
| EQUIPMENT | 2 | 3 | 3 | 4 | 5 | 6 | 7 | 9 | 21% | |
| APPLICATION SOFTWARE | 0.4 | 0.4 | 0.5 | 0.6 | 0.7 | 0.9 | 1.1 | 1.3 | 21% | |
| SYSTEM SOFTWARE | 0.1 | 0.2 | 0.2 | 0.2 | 0.3 | 0.4 | 0.4 | 0.5 | 22% | |
| PROFESSIONAL SERVICES | 4 | 4 | 5 | 6 | 8 | 10 | 12 | 14 | 21% | |
| OTHER | 0.2 | 0.3 | 0.3 | 0.4 | 0.5 | 0.6 | 0.7 | 0.8 | 21% | |
| TOTAL | 62 | 69 | 77 | 86 | 97 | 109 | 123 | 140 | 12% | |

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. $150M- $500M

| SEGMENTATION | 1991 ($M) | 1992 ($M) | 1993 ($M) | 1994 ($M) | 1995 ($M) | 1996 ($M) | 1997 ($M) | 2000 ($M) | CAGR 92-97 | |
|---|---|---|---|---|---|---|---|---|---|---|
| ELECTRONICS | | | | | | | | | | 0.08 |
| TURNKEY SYSTEMS | 36 | 40 | 44 | 48 | 52 | 58 | 64 | 70 | 10% | |
| EQUIPMENT | 17 | 18 | 19 | 21 | 21 | 23 | 25 | 27 | 7% | |
| SOFTWARE PRODUCTS | 13 | 15 | 17 | 19 | 21 | 23 | 26 | 28 | 11% | |
| APPLICATIONS | 11 | 13 | 14 | 16 | 18 | 20 | 22 | 25 | 11% | |
| SYSTEMS | 2 | 2 | 2 | 2 | 2 | 3 | 3 | 3 | 9% | |
| PROFESSIONAL SERVICES | 6 | 7 | 8 | 9 | 10 | 11 | 13 | 14 | 13% | |
| APPLICATIONS SOFTWARE PRODUCTS | 25 | 28 | 32 | 37 | 42 | 49 | 56 | 65 | 15% | |
| MAINFRAME | 5 | 5 | 6 | 6 | 6 | 7 | 7 | 8 | 6% | |
| MIDRANGE | 13 | 15 | 16 | 18 | 19 | 22 | 24 | 26 | 10% | |
| WORKSTATION/PC | 7 | 8 | 10 | 13 | 16 | 20 | 25 | 31 | 24% | |
| PROFESSIONAL SERVICES | 57 | 62 | 68 | 75 | 82 | 90 | 98 | 108 | 9% | |
| CONSULTING | 14 | 16 | 18 | 20 | 22 | 25 | 28 | 32 | 13% | |
| CUSTOM SOFTWARE | 34 | 38 | 40 | 44 | 47 | 51 | 54 | 58 | 8% | |
| EDUCATION/TRAINING | 8 | 9 | 11 | 11 | 13 | 14 | 16 | 17 | 11% | |
| SYSTEMS INTEGRATION | 15 | 17 | 21 | 25 | 30 | 37 | 45 | 55 | 21% | |
| EQUIPMENT | 5 | 6 | 7 | 9 | 10 | 13 | 16 | 19 | 21% | |
| APPLICATION SOFTWARE | 1 | 1 | 1 | 1 | 2 | 2 | 2 | 3 | 21% | |
| SYSTEM SOFTWARE | 0 | 0 | 0 | 1 | 1 | 1 | 1 | 1 | 22% | |
| PROFESSIONAL SERVICES | 8 | 9 | 11 | 14 | 17 | 20 | 25 | 30 | 21% | |
| OTHER | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 2 | 21% | |
| TOTAL | 133 | 148 | 165 | 184 | 207 | 233 | 263 | 298 | 12% | |

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. $150M- $500M

| SEGMENTATION | 1991 ($M) | 1992 ($M) | 1993 ($M) | 1994 ($M) | 1995 ($M) | 1996 ($M) | 1997 ($M) | 2000 ($M) | CAGR 92-97 | |
|---|---|---|---|---|---|---|---|---|---|---|
| PROCESS/CONSUMER MFGR | | | | | | | | | | 0.02 |
| TURNKEY SYSTEMS | 14 | 15 | 16 | 18 | 20 | 22 | 24 | 27 | 10% | |
| EQUIPMENT | 6 | 7 | 7 | 8 | 8 | 9 | 10 | 10 | 7% | |
| SOFTWARE PRODUCTS | 5 | 6 | 6 | 7 | 8 | 9 | 10 | 11 | 11% | |
| APPLICATIONS | 4 | 5 | 5 | 6 | 7 | 8 | 9 | 9 | 11% | |
| SYSTEMS | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 9% | |
| PROFESSIONAL SERVICES | 2 | 3 | 3 | 3 | 4 | 4 | 5 | 5 | 13% | |
| APPLICATIONS SOFTWARE PRODUCTS | 10 | 11 | 12 | 14 | 16 | 18 | 21 | 25 | 15% | |
| MAINFRAME | 2 | 2 | 2 | 2 | 2 | 3 | 3 | 3 | 6% | |
| MIDRANGE | 5 | 6 | 6 | 7 | 7 | 8 | 9 | 10 | 10% | |
| WORKSTATION/PC | 3 | 3 | 4 | 5 | 6 | 8 | 9 | 12 | 24% | |
| PROFESSIONAL SERVICES | 22 | 24 | 26 | 28 | 31 | 34 | 37 | 41 | 9% | |
| CONSULTING | 5 | 6 | 7 | 7 | 8 | 10 | 11 | 12 | 13% | |
| CUSTOM SOFTWARE | 13 | 14 | 15 | 17 | 18 | 19 | 21 | 22 | 8% | |
| EDUCATION/TRAINING | 3 | 3 | 4 | 4 | 5 | 5 | 6 | 7 | 11% | |
| SYSTEMS INTEGRATION | 5 | 7 | 8 | 9 | 11 | 14 | 17 | 21 | 21% | |
| EQUIPMENT | 2 | 2 | 3 | 3 | 4 | 5 | 6 | 7 | 21% | |
| APPLICATION SOFTWARE | 0 | 0 | 0 | 0 | 1 | 1 | 1 | 1 | 21% | |
| SYSTEM SOFTWARE | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 22% | |
| PROFESSIONAL SERVICES | 3 | 4 | 4 | 5 | 6 | 8 | 9 | 11 | 21% | |
| OTHER | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 21% | |
| TOTAL | 50 | 56 | 62 | 70 | 78 | 88 | 100 | 113 | 12% | |

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. $150M- $500M

| SEGMENTATION | 1991 ($M) | 1992 ($M) | 1993 ($M) | 1994 ($M) | 1995 ($M) | 1996 ($M) | 1997 ($M) | 2000 ($M) | CAGR 92-97 | |
|---|---|---|---|---|---|---|---|---|---|---|
| DISCRETE/INDUSTRIAL MFGR | | | | | | | | | | 0.04 |
| TURNKEY SYSTEMS | 29 | 32 | 35 | 38 | 42 | 46 | 51 | 56 | 10% | |
| EQUIPMENT | 13 | 14 | 15 | 16 | 17 | 18 | 20 | 22 | 7% | |
| SOFTWARE PRODUCTS | 11 | 12 | 13 | 15 | 16 | 19 | 20 | 23 | 11% | |
| APPLICATIONS | 9 | 10 | 12 | 13 | 14 | 16 | 18 | 20 | 11% | |
| SYSTEMS | 1 | 2 | 2 | 2 | 2 | 2 | 2 | 3 | 9% | |
| PROFESSIONAL SERVICES | 5 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 13% | |
| APPLICATIONS SOFTWARE PRODUCTS | 20 | 23 | 26 | 29 | 34 | 39 | 45 | 52 | 15% | |
| MAINFRAME | 4 | 4 | 5 | 5 | 5 | 5 | 6 | 6 | 6% | |
| MIDRANGE | 11 | 12 | 13 | 14 | 16 | 17 | 19 | 21 | 10% | |
| WORKSTATION/PC | 6 | 7 | 8 | 10 | 13 | 16 | 20 | 25 | 24% | |
| PROFESSIONAL SERVICES | 46 | 50 | 55 | 60 | 66 | 72 | 79 | 86 | 9% | |
| CONSULTING | 11 | 12 | 14 | 16 | 18 | 20 | 23 | 26 | 13% | |
| CUSTOM SOFTWARE | 28 | 30 | 32 | 35 | 38 | 41 | 43 | 47 | 8% | |
| EDUCATION/TRAINING | 7 | 7 | 8 | 9 | 10 | 11 | 13 | 14 | 11% | |
| SYSTEMS INTEGRATION | 12 | 14 | 17 | 20 | 24 | 30 | 36 | 44 | 21% | |
| EQUIPMENT | 4 | 5 | 6 | 7 | 8 | 10 | 13 | 15 | 21% | |
| APPLICATION SOFTWARE | 1 | 1 | 1 | 1 | 1 | 2 | 2 | 2 | 21% | |
| SYSTEM SOFTWARE | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 1 | 22% | |
| PROFESSIONAL SERVICES | 6 | 8 | 9 | 11 | 13 | 16 | 20 | 24 | 21% | |
| OTHER | 0 | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 21% | |
| TOTAL | 1795 | 1515 | 1673 | 1847 | 2046 | 2275 | 2529 | 2817 | 11% | |

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. $150M- $500M

| SEGMENTATION | 1991 ($M) | 1992 ($M) | 1993 ($M) | 1994 ($M) | 1995 ($M) | 1996 ($M) | 1997 ($M) | 2000 ($M) | CAGR 92-97 | |
|---|---|---|---|---|---|---|---|---|---|---|
| CONSUMER | | | | | | | | | | |
| FOOD | | | | | | | | | | 0.05 |
| TURNKEY SYSTEMS | 10 | 12 | 13 | 14 | 15 | 17 | 19 | 21 | 10% | |
| EQUIPMENT | 5 | 5 | 6 | 6 | 6 | 7 | 7 | 8 | 7% | |
| SOFTWARE PRODUCTS | 4 | 4 | 5 | 5 | 6 | 7 | 7 | 8 | 11% | |
| APPLICATIONS | 3 | 4 | 4 | 5 | 5 | 6 | 7 | 7 | 11% | |
| SYSTEMS | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 9% | |
| PROFESSIONAL SERVICES | 2 | 2 | 2 | 3 | 3 | 3 | 4 | 4 | 13% | |
| APPLICATIONS SOFTWARE PRODUCTS | 10 | 12 | 13 | 15 | 18 | 20 | 24 | 27 | 15% | |
| MAINFRAME | 1 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 6% | |
| MIDRANGE | 6 | 7 | 7 | 8 | 9 | 10 | 11 | 12 | 11% | |
| WORKSTATION/PC | 3 | 4 | 5 | 6 | 7 | 9 | 10 | 13 | 23% | |
| PROFESSIONAL SERVICES | 17 | 18 | 20 | 22 | 24 | 26 | 29 | 32 | 9% | |
| CONSULTING | 4 | 5 | 5 | 6 | 7 | 7 | 8 | 9 | 13% | |
| CUSTOM SOFTWARE | 10 | 11 | 12 | 13 | 14 | 15 | 16 | 17 | 8% | |
| EDUCATION/TRAINING | 2 | 3 | 3 | 3 | 4 | 4 | 5 | 5 | 11% | |
| SYSTEMS INTEGRATION | 4 | 5 | 6 | 7 | 9 | 11 | 13 | 16 | 21% | |
| EQUIPMENT | 1 | 2 | 2 | 3 | 3 | 4 | 5 | 6 | 21% | |
| APPLICATION SOFTWARE | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 1 | 21% | |
| SYSTEM SOFTWARE | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 22% | |
| PROFESSIONAL SERVICES | 2 | 3 | 3 | 4 | 5 | 6 | 7 | 9 | 21% | |
| OTHER | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 21% | |
| TOTAL | 42 | 47 | 52 | 59 | 66 | 75 | 84 | 96 | 13% | |

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. $150M- $500M

| SEGMENTATION | 1991 ($M) | 1992 ($M) | 1993 ($M) | 1994 ($M) | 1995 ($M) | 1996 ($M) | 1997 ($M) | 2000 ($M) | CAGR 92-97 | |
|---|---|---|---|---|---|---|---|---|---|---|
| CPG | | | | | | | | | | 0.03 |
| TURNKEY SYSTEMS | 3 | 3 | 4 | 4 | 4 | 5 | 5 | 6 | 10% | |
| EQUIPMENT | 1 | 1 | 2 | 2 | 2 | 2 | 2 | 2 | 7% | |
| SOFTWARE PRODUCTS | 1 | 1 | 1 | 2 | 2 | 2 | 2 | 2 | 11% | |
| APPLICATIONS | 1 | 1 | 1 | 1 | 1 | 2 | 2 | 2 | 11% | |
| SYSTEMS | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 9% | |
| PROFESSIONAL SERVICES | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 13% | |
| APPLICATIONS SOFTWARE PRODUCTS | 2 | 2 | 3 | 3 | 3 | 4 | 5 | 5 | 15% | |
| MAINFRAME | 0 | 0 | 0 | 0 | 1 | 1 | 1 | 1 | 6% | |
| MIDRANGE | 1 | 1 | 1 | 1 | 2 | 2 | 2 | 2 | 10% | |
| WORKSTATION/PC | 1 | 1 | 1 | 1 | 1 | 2 | 2 | 3 | 24% | |
| PROFESSIONAL SERVICES | 5 | 5 | 6 | 6 | 7 | 7 | 8 | 9 | 9% | |
| CONSULTING | 1 | 1 | 1 | 2 | 2 | 2 | 2 | 3 | 13% | |
| CUSTOM SOFTWARE | 3 | 3 | 3 | 4 | 4 | 4 | 4 | 5 | 8% | |
| EDUCATION/TRAINING | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 11% | |
| SYSTEMS INTEGRATION | 1 | 1 | 2 | 2 | 2 | 3 | 4 | 5 | 21% | |
| EQUIPMENT | 0 | 0 | 1 | 1 | 1 | 1 | 1 | 2 | 21% | |
| APPLICATION SOFTWARE | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 21% | |
| SYSTEM SOFTWARE | 0.0 | 0.0 | 0.0 | 0.0 | 0.1 | 0.1 | 0.1 | 0.1 | 22% | |
| PROFESSIONAL SERVICES | 1 | 1 | 1 | 1 | 1 | 2 | 2 | 2 | 21% | |
| OTHER | 0.0 | 0.0 | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | 21% | |
| TOTAL | 11 | 12 | 14 | 15 | 17 | 19 | 22 | 24 | 12% | |

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. $150M- $500M

| SEGMENTATION | 1991 ($M) | 1992 ($M) | 1993 ($M) | 1994 ($M) | 1995 ($M) | 1996 ($M) | 1997 ($M) | 2000 ($M) | CAGR 92-97 |
|---|---|---|---|---|---|---|---|---|---|
| WHOLESALE | | | | | | | | | 0.18 |
| TURNKEY SYSTEMS | 88 | 94 | 101 | 109 | 118 | 123 | 131 | 141 | 7% |
| EQUIPMENT | 41 | 42 | 44 | 47 | 48 | 49 | 53 | 55 | 4% |
| SOFTWARE PRODUCTS | 32 | 36 | 38 | 42 | 46 | 50 | 53 | 57 | 8% |
| APPLICATIONS | 28 | 31 | 33 | 37 | 41 | 44 | 46 | 50 | 8% |
| SYSTEMS | 5 | 5 | 5 | 5 | 6 | 6 | 6 | 7 | 6% |
| PROFESSIONAL SERVICES | 14 | 16 | 18 | 20 | 23 | 24 | 26 | 29 | 10% |
| APPLICATIONS SOFTWARE PRODUCTS | 95 | 106 | 119 | 134 | 152 | 172 | 195 | 224 | 13% |
| MAINFRAME | 44 | 46 | 48 | 50 | 52 | 54 | 57 | 60 | 4% |
| MIDRANGE | 22 | 25 | 27 | 30 | 33 | 36 | 41 | 45 | 11% |
| WORKSTATION/PC | 29 | 35 | 44 | 54 | 67 | 83 | 97 | 119 | 23% |
| PROFESSIONAL SERVICES | 63 | 68 | 74 | 79 | 85 | 91 | 98 | 105 | 7% |
| CONSULTING | 15 | 16 | 18 | 20 | 22 | 24 | 27 | 30 | 11% |
| CUSTOM SOFTWARE | 39 | 42 | 45 | 47 | 49 | 51 | 53 | 56 | 5% |
| EDUCATION/TRAINING | 10 | 10 | 11 | 13 | 14 | 15 | 17 | 19 | 11% |
| SYSTEMS INTEGRATION | 28 | 33 | 38 | 44 | 51 | 60 | 69 | 80 | 16% |
| EQUIPMENT | 10 | 11 | 13 | 15 | 18 | 21 | 24 | 28 | 16% |
| APPLICATION SOFTWARE | 1 | 1 | 1 | 2 | 2 | 2 | 3 | 3 | 16% |
| SYSTEM SOFTWARE | 1 | 1 | 1 | 1 | 2 | 2 | 2 | 2 | 15% |
| PROFESSIONAL SERVICES | 16 | 18 | 21 | 24 | 29 | 33 | 39 | 45 | 16% |
| OTHER | 1 | 1 | 1 | 1 | 1 | 1 | 2 | 2 | 15% |
| TOTAL | 274 | 301 | 331 | 365 | 406 | 446 | 493 | 550 | 10% |

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. $150M- $500M

| SEGMENTATION | 1991 ($M) | 1992 ($M) | 1993 ($M) | 1994 ($M) | 1995 ($M) | 1996 ($M) | 1997 ($M) | 2000 ($M) | CAGR 92-97 | |
|---|---|---|---|---|---|---|---|---|---|---|
| PROCESS | | | | | | | | | | |
| CHEMICAL | | | | | | | | | | 0.04 |
| TURNKEY SYSTEMS | 2 | 2 | 3 | 3 | 3 | 4 | 4 | 4 | 10% | |
| EQUIPMENT | 1 | 1 | 1 | 1 | 2 | 2 | 2 | 2 | 10% | |
| SOFTWARE PRODUCTS | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 2 | 10% | |
| APPLICATIONS | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 10% | |
| SYSTEMS | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 10% | |
| PROFESSIONAL SERVICES | 0 | 0 | 0 | 0 | 1 | 1 | 1 | 1 | 10% | |
| APPLICATIONS SOFTWARE PRODUCTS | 2 | 2 | 3 | 3 | 3 | 4 | 5 | 5 | 15% | |
| MAINFRAME | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 9% | |
| MIDRANGE | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 11% | |
| WORKSTATION/PC | 1 | 1 | 1 | 1 | 2 | 2 | 2 | 3 | 23% | |
| PROFESSIONAL SERVICES | 8 | 10 | 11 | 12 | 13 | 14 | 15 | 17 | 10% | |
| CONSULTING | 2 | 2 | 3 | 3 | 3 | 4 | 4 | 5 | 13% | |
| CUSTOM SOFTWARE | 5 | 6 | 6 | 7 | 7 | 8 | 9 | 9 | 8% | |
| EDUCATION/TRAINING | 1 | 1 | 2 | 2 | 2 | 2 | 2 | 3 | 11% | |
| SYSTEMS INTEGRATION | 1 | 1 | 2 | 2 | 2 | 2 | 3 | 3 | 14% | |
| EQUIPMENT | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 14% | |
| APPLICATION SOFTWARE | 0.0 | 0.0 | 0.0 | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | 13% | |
| SYSTEM SOFTWARE | 0.0 | 0.0 | 0.0 | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | 13% | |
| PROFESSIONAL SERVICES | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 14% | |
| OTHER | 0.0 | 0.0 | 0.0 | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | 13% | |
| TOTAL | 13 | 16 | 17 | 19 | 21 | 24 | 27 | 30 | 11% | |

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. $150M- $500M

| SEGMENTATION | 1991 ($M) | 1992 ($M) | 1993 ($M) | 1994 ($M) | 1995 ($M) | 1996 ($M) | 1997 ($M) | 2000 ($M) | CAGR 92-97 | |
|---|---|---|---|---|---|---|---|---|---|---|
| PHARMACEUTICALS | | | | | | | | | | 0.17 |
| TURNKEY SYSTEMS | 2 | 2 | 2 | 3 | 3 | 3 | 3 | 4 | 10% | |
| EQUIPMENT | 1 | 1 | 1 | 1 | 1 | 1 | 2 | 2 | 10% | |
| SOFTWARE PRODUCTS | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 10% | |
| APPLICATIONS | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 10% | |
| SYSTEMS | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | 0.2 | 0.2 | 10% | |
| PROFESSIONAL SERVICES | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 10% | |
| APPLICATIONS SOFTWARE PRODUCTS | 3 | 4 | 5 | 5 | 6 | 7 | 9 | 10 | 17% | |
| MAINFRAME | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 9% | |
| MIDRANGE | 1 | 2 | 2 | 2 | 2 | 2 | 3 | 3 | 11% | |
| WORKSTATION/PC | 1 | 2 | 2 | 3 | 3 | 4 | 5 | 6 | 23% | |
| PROFESSIONAL SERVICES | 7 | 8 | 9 | 10 | 11 | 12 | 13 | 14 | 10% | |
| CONSULTING | 2 | 2 | 2 | 3 | 3 | 3 | 4 | 4 | 13% | |
| CUSTOM SOFTWARE | 4 | 5 | 5 | 6 | 6 | 7 | 7 | 8 | 8% | |
| EDUCATION/TRAINING | 1 | 1 | 1 | 1 | 2 | 2 | 2 | 2 | 11% | |
| SYSTEMS INTEGRATION | 1 | 1 | 1 | 2 | 2 | 2 | 2 | 3 | 14% | |
| EQUIPMENT | 0.3 | 0.5 | 0.6 | 0.7 | 0.8 | 0.9 | 1.0 | 1.2 | 14% | |
| APPLICATION SOFTWARE | 0.02 | 0.0 | 0.0 | 0.0 | 0.1 | 0.1 | 0.1 | 0.1 | 13% | |
| SYSTEM SOFTWARE | 0.02 | 0.0 | 0.0 | 0.0 | 0.1 | 0.1 | 0.1 | 0.1 | 13% | |
| PROFESSIONAL SERVICES | 0.3 | 0.6 | 0.6 | 0.7 | 0.8 | 1.0 | 1.1 | 1.3 | 14% | |
| OTHER | 0.02 | 0.0 | 0.0 | 0.0 | 0.1 | 0.1 | 0.1 | 0.1 | 13% | |
| TOTAL | 13 | 16 | 17 | 19 | 22 | 24 | 27 | 31 | 12% | |

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. $150M- $500M

| SEGMENTATION | 1991 ($M) | 1992 ($M) | 1993 ($M) | 1994 ($M) | 1995 ($M) | 1996 ($M) | 1997 ($M) | 2000 ($M) | CAGR 92-97 | |
|---|---|---|---|---|---|---|---|---|---|---|
| OTHER PROCESS | | | | | | | | | | 0.15 |
| TURNKEY SYSTEMS | 34 | 37 | 41 | 45 | 49 | 54 | 59 | 65 | 10% | |
| EQUIPMENT | 16 | 18 | 19 | 21 | 24 | 26 | 28 | 31 | 10% | |
| SOFTWARE PRODUCTS | 12 | 13 | 15 | 16 | 18 | 19 | 21 | 24 | 10% | |
| APPLICATIONS | 10 | 11 | 13 | 14 | 15 | 17 | 18 | 20 | 10% | |
| SYSTEMS | 2 | 2 | 2 | 2 | 2 | 3 | 3 | 3 | 10% | |
| PROFESSIONAL SERVICES | 5 | 6 | 6 | 7 | 8 | 9 | 9 | 10 | 10% | |
| APPLICATIONS SOFTWARE PRODUCTS | 36 | 41 | 47 | 54 | 62 | 72 | 86 | 101 | 16% | |
| MAINFRAME | 10 | 11 | 12 | 12 | 13 | 14 | 17 | 18 | 9% | |
| MIDRANGE | 12 | 14 | 15 | 17 | 19 | 21 | 24 | 26 | 11% | |
| WORKSTATION/PC | 13 | 16 | 20 | 24 | 30 | 37 | 46 | 56 | 23% | |
| PROFESSIONAL SERVICES | 127 | 144 | 159 | 174 | 191 | 209 | 229 | 252 | 10% | |
| CONSULTING | 31 | 35 | 40 | 45 | 50 | 57 | 64 | 73 | 13% | |
| CUSTOM SOFTWARE | 79 | 89 | 94 | 103 | 112 | 120 | 130 | 140 | 8% | |
| EDUCATION/TRAINING | 18 | 21 | 25 | 26 | 29 | 32 | 35 | 39 | 11% | |
| SYSTEMS INTEGRATION | 10 | 22 | 24 | 27 | 31 | 36 | 41 | 47 | 14% | |
| EQUIPMENT | 5 | 10 | 11 | 12 | 14 | 16 | 18 | 21 | 14% | |
| APPLICATION SOFTWARE | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 13% | |
| SYSTEM SOFTWARE | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 13% | |
| PROFESSIONAL SERVICES | 5 | 10 | 11 | 13 | 15 | 17 | 19 | 22 | 14% | |
| OTHER | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 13% | |
| TOTAL | 207 | 244 | 271 | 300 | 333 | 371 | 416 | 464 | 11% | |

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. $150M- $500M

| SEGMENTATION | 1991 ($M) | 1992 ($M) | 1993 ($M) | 1994 ($M) | 1995 ($M) | 1996 ($M) | 1997 ($M) | 2000 ($M) | CAGR 92-97 |
|---|---|---|---|---|---|---|---|---|---|
| GRAND TOTAL | | | | | | | | | |
| TURNKEY SYSTEMS | 234 | 255 | 278 | 303 | 331 | 358 | 391 | 426 | 9% |
| EQUIPMENT | 110 | 116 | 124 | 133 | 139 | 148 | 161 | 173 | 7% |
| SOFTWARE PRODUCTS | 86 | 96 | 105 | 117 | 128 | 141 | 154 | 169 | 10% |
| APPLICATIONS | 74 | 84 | 91 | 102 | 113 | 124 | 135 | 149 | 10% |
| SYSTEMS | 12 | 13 | 14 | 14 | 16 | 17 | 19 | 20 | 8% |
| PROFESSIONAL SERVICES | 37 | 43 | 49 | 54 | 63 | 69 | 75 | 84 | 12% |
| APPLICATIONS SOFTWARE PRODUCTS | 215 | 242 | 275 | 311 | 357 | 409 | 471 | 545 | 14% |
| MAINFRAME | 70 | 74 | 78 | 81 | 85 | 89 | 97 | 103 | 6% |
| MIDRANGE | 79 | 88 | 97 | 106 | 118 | 130 | 144 | 159 | 10% |
| WORKSTATION/PC | 66 | 81 | 100 | 124 | 154 | 190 | 229 | 282 | 23% |
| PROFESSIONAL SERVICES | 378 | 419 | 459 | 501 | 547 | 597 | 652 | 713 | 9% |
| CONSULTING | 92 | 102 | 116 | 130 | 145 | 164 | 184 | 207 | 13% |
| CUSTOM SOFTWARE | 232 | 256 | 272 | 294 | 317 | 340 | 363 | 389 | 7% |
| EDUCATION/TRAINING | 55 | 61 | 71 | 77 | 84 | 93 | 105 | 117 | 11% |
| SYSTEMS INTEGRATION | 83 | 109 | 128 | 150 | 177 | 213 | 252 | 299 | 18% |
| EQUIPMENT | 30 | 40 | 47 | 55 | 65 | 77 | 92 | 108 | 18% |
| APPLICATION SOFTWARE | 4 | 5 | 5 | 6 | 8 | 9 | 11 | 13 | 19% |
| SYSTEM SOFTWARE | 2 | 3 | 3 | 4 | 4 | 5 | 6 | 7 | 17% |
| PROFESSIONAL SERVICES | 45 | 58 | 68 | 80 | 95 | 114 | 135 | 161 | 18% |
| OTHER | 2 | 3 | 4 | 4 | 5 | 6 | 8 | 9 | 18% |
| TOTAL | 911 | 1026 | 1139 | 1265 | 1412 | 1576 | 1765 | 1983 | 11% |

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. $150M- $500M

| SEGMENTATION | 1991 ($M) | 1992 ($M) | 1993 ($M) | 1994 ($M) | 1995 ($M) | 1996 ($M) | 1997 ($M) | 2000 ($M) | CAGR 92-97 | |
|---|---|---|---|---|---|---|---|---|---|---|
| CROSS INDUSTRY MARKETS | | | | | | | | | | |
| MAINFRAME APPLICATION SOFTWARE | | | | | | | | | | 0.13 |
| ACCOUNTING | 98 | 103 | 107 | 111 | 116 | 120 | 130 | 136 | 5% | |
| EDUCATION & TRAINING | 7 | 7 | 7 | 8 | 8 | 8 | 8 | 8 | 2% | |
| ENGINEERING & SCIENTIFIC | 19 | 21 | 22 | 24 | 26 | 28 | 30 | 32 | 8% | |
| HUMAN RESOURCES | 34 | 36 | 38 | 40 | 42 | 44 | 47 | 49 | 5% | |
| OFFICE SYSTEMS | 21 | 22 | 22 | 22 | 23 | 23 | 24 | 24 | 2% | |
| PLANNING & ANALYSIS | 26 | 28 | 30 | 33 | 35 | 37 | 39 | 42 | 7% | |
| SALES & MARKETING | 25 | 26 | 28 | 29 | 31 | 33 | 35 | 37 | 6% | |
| SUB-TOTAL | 231 | 243 | 254 | 267 | 281 | 293 | 313 | 329 | 5% | |
| MINICOMPUTER APPLICATION SOFTWARE | | | | | | | | | | 0.13 |
| ACCOUNTING | 73 | 78 | 82 | 87 | 92 | 98 | 104 | 110 | 6% | |
| EDUCATION & TRAINING | 3 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 1% | |
| ENGINEERING & SCIENTIFIC | 31 | 34 | 38 | 42 | 46 | 51 | 55 | 61 | 10% | |
| HUMAN RESOURCES | 34 | 36 | 38 | 42 | 45 | 49 | 52 | 56 | 8% | |
| OFFICE SYSTEMS | 73 | 79 | 86 | 92 | 100 | 108 | 116 | 126 | 8% | |
| PLANNING & ANALYSIS | 22 | 23 | 23 | 23 | 23 | 23 | 23 | 23 | 0% | |
| SALES & MARKETING | 10 | 10 | 11 | 12 | 12 | 13 | 14 | 15 | 6% | |
| SUB-TOTAL | 247 | 265 | 282 | 301 | 322 | 345 | 369 | 394 | 7% | |
| PC/WORKSTATION APPLICATION SOFTWARE | | | | | | | | | | 0.13 |
| ACCOUNTING | 121 | 137 | 156 | 182 | 208 | 247 | 312 | 368 | 18% | |
| EDUCATION & TRAINING | 16 | 17 | 18 | 20 | 23 | 27 | 31 | 35 | 13% | |
| ENGINEERING & SCIENTIFIC | 34 | 40 | 46 | 52 | 60 | 69 | 79 | 91 | 15% | |
| HUMAN RESOURCES | 22 | 27 | 34 | 42 | 51 | 65 | 83 | 104 | 25% | |
| OFFICE SYSTEMS | 217 | 246 | 281 | 332 | 377 | 455 | 567 | 670 | 18% | |
| PLANNING & ANALYSIS | 163 | 195 | 234 | 281 | 337 | 404 | 485 | 582 | 20% | |
| SALES & MARKETING | 9 | 10 | 12 | 15 | 18 | 23 | 32 | 40 | 25% | |
| SUB-TOTAL | 583 | 672 | 781 | 923 | 1073 | 1290 | 1589 | 1890 | 19% | |
| CROSS-INDUSTRY APPLIC. SOFTWARE | | | | | | | | | | |
| ACCOUNTING | 293 | 317 | 345 | 380 | 416 | 464 | 546 | 615 | 11% | |
| EDUCATION & TRAINING | 26 | 28 | 29 | 31 | 34 | 38 | 43 | 47 | 9% | |
| ENGINEERING & SCIENTIFIC | 85 | 95 | 105 | 118 | 131 | 148 | 164 | 184 | 12% | |
| HUMAN RESOURCES | 91 | 99 | 111 | 124 | 138 | 158 | 182 | 209 | 13% | |
| OFFICE SYSTEMS | 312 | 347 | 389 | 446 | 500 | 586 | 707 | 820 | 15% | |
| PLANNING & ANALYSIS | 211 | 246 | 288 | 337 | 395 | 465 | 547 | 647 | 17% | |
| SALES & MARKETING | 44 | 47 | 51 | 56 | 62 | 69 | 81 | 92 | 12% | |
| TOTAL | 1061 | 1179 | 1317 | 1491 | 1676 | 1929 | 2271 | 2613 | 14% | |

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. OVER $500M

| SEGMENTATION | 1991 ($M) | 1992 ($M) | 1993 ($M) | 1994 ($M) | 1995 ($M) | 1996 ($M) | 1997 ($M) | 2000 ($M) | CAGR 92-97 | |
|---|---|---|---|---|---|---|---|---|---|---|
| INDUSTRIAL | | | | | | | | | | |
| AUTO (SUPPLIERS) | | | | | | | | | | 0.03 |
| TURNKEY SYSTEMS | 4 | 5 | 5 | 6 | 6 | 7 | 7 | 8 | 10% | |
| EQUIPMENT | 2 | 2 | 2 | 2 | 3 | 3 | 3 | 3 | 7% | |
| SOFTWARE PRODUCTS | 2 | 2 | 2 | 2 | 2 | 3 | 3 | 3 | 11% | |
| APPLICATIONS | 1 | 2 | 2 | 2 | 2 | 2 | 3 | 3 | 11% | |
| SYSTEMS | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 9% | |
| PROFESSIONAL SERVICES | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 2 | 13% | |
| APPLICATIONS SOFTWARE PRODUCTS | 3 | 3 | 4 | 4 | 5 | 6 | 7 | 8 | 15% | |
| MAINFRAME | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 6% | |
| MIDRANGE | 2 | 2 | 2 | 2 | 2 | 3 | 3 | 3 | 10% | |
| WORKSTATION/PC | 1 | 1 | 1 | 2 | 2 | 2 | 3 | 4 | 24% | |
| PROFESSIONAL SERVICES | 7 | 7 | 8 | 9 | 10 | 11 | 12 | 13 | 9% | |
| CONSULTING | 2 | 2 | 2 | 2 | 3 | 3 | 3 | 4 | 13% | |
| CUSTOM SOFTWARE | 4 | 4 | 5 | 5 | 6 | 6 | 6 | 7 | 8% | |
| EDUCATION/TRAINING | 1 | 1 | 1 | 1 | 1 | 2 | 2 | 2 | 11% | |
| SYSTEMS INTEGRATION | 2 | 2 | 2 | 3 | 4 | 4 | 5 | 6 | 21% | |
| EQUIPMENT | 1 | 1 | 1 | 1 | 1 | 2 | 2 | 2 | 21% | |
| APPLICATION SOFTWARE | 0.1 | 0.1 | 0.1 | 0.2 | 0.2 | 0.2 | 0.3 | 0.3 | 21% | |
| SYSTEM SOFTWARE | 0.0 | 0.0 | 0.0 | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | 22% | |
| PROFESSIONAL SERVICES | 1 | 1 | 1 | 2 | 2 | 2 | 3 | 4 | 21% | |
| OTHER | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | 0.2 | 0.2 | 21% | |
| TOTAL | 16 | 17 | 19 | 22 | 24 | 27 | 31 | 35 | 12% | |

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. OVER $500M

| SEGMENTATION | 1991 ($M) | 1992 ($M) | 1993 ($M) | 1994 ($M) | 1995 ($M) | 1996 ($M) | 1997 ($M) | 2000 ($M) | CAGR 92-97 | |
|---|---|---|---|---|---|---|---|---|---|---|
| ELECTRONICS | | | | | | | | | | 0.12 |
| TURNKEY SYSTEMS | 54 | 59 | 65 | 72 | 78 | 87 | 96 | 105 | 10% | |
| EQUIPMENT | 25 | 27 | 29 | 31 | 32 | 35 | 38 | 41 | 7% | |
| SOFTWARE PRODUCTS | 20 | 23 | 25 | 28 | 31 | 35 | 38 | 43 | 11% | |
| APPLICATIONS | 17 | 20 | 22 | 25 | 27 | 31 | 34 | 38 | 11% | |
| SYSTEMS | 3 | 3 | 3 | 3 | 4 | 4 | 5 | 5 | 9% | |
| PROFESSIONAL SERVICES | 9 | 10 | 12 | 13 | 15 | 17 | 19 | 22 | 13% | |
| APPLICATIONS SOFTWARE PRODUCTS | 38 | 43 | 48 | 55 | 63 | 73 | 84 | 98 | 15% | |
| MAINFRAME | 7 | 8 | 8 | 9 | 9 | 10 | 11 | 11 | 6% | |
| MIDRANGE | 20 | 22 | 24 | 26 | 29 | 32 | 36 | 39 | 10% | |
| WORKSTATION/PC | 10 | 13 | 16 | 20 | 25 | 31 | 38 | 47 | 24% | |
| PROFESSIONAL SERVICES | 86 | 94 | 103 | 112 | 123 | 135 | 147 | 162 | 9% | |
| CONSULTING | 21 | 23 | 26 | 30 | 33 | 38 | 42 | 48 | 13% | |
| CUSTOM SOFTWARE | 52 | 57 | 60 | 66 | 71 | 76 | 81 | 87 | 8% | |
| EDUCATION/TRAINING | 12 | 14 | 16 | 17 | 19 | 21 | 24 | 26 | 11% | |
| SYSTEMS INTEGRATION | 22 | 26 | 31 | 38 | 45 | 56 | 68 | 82 | 21% | |
| EQUIPMENT | 8 | 9 | 11 | 13 | 16 | 19 | 23 | 28 | 21% | |
| APPLICATION SOFTWARE | 1 | 1 | 2 | 2 | 2 | 3 | 4 | 4 | 21% | |
| SYSTEM SOFTWARE | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 2 | 22% | |
| PROFESSIONAL SERVICES | 12 | 14 | 17 | 21 | 25 | 31 | 37 | 45 | 21% | |
| OTHER | 1 | 1 | 1 | 1 | 1 | 2 | 2 | 3 | 21% | |
| TOTAL | 199 | 222 | 247 | 276 | 310 | 350 | 395 | 447 | 12% | |

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. OVER $500M

| SEGMENTATION | 1991 ($M) | 1992 ($M) | 1993 ($M) | 1994 ($M) | 1995 ($M) | 1996 ($M) | 1997 ($M) | 2000 ($M) | CAGR 92-97 | |
|---|---|---|---|---|---|---|---|---|---|---|
| PROCESS/CONSUMER MFGR | | | | | | | | | | 0.02 |
| TURNKEY SYSTEMS | 14 | 15 | 16 | 18 | 20 | 22 | 24 | 27 | 10% | |
| EQUIPMENT | 6 | 7 | 7 | 8 | 8 | 9 | 10 | 10 | 7% | |
| SOFTWARE PRODUCTS | 5 | 6 | 6 | 7 | 8 | 9 | 10 | 11 | 11% | |
| APPLICATIONS | 4 | 5 | 5 | 6 | 7 | 8 | 9 | 9 | 11% | |
| SYSTEMS | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 9% | |
| PROFESSIONAL SERVICES | 2 | 3 | 3 | 3 | 4 | 4 | 5 | 5 | 13% | |
| APPLICATIONS SOFTWARE PRODUCTS | 10 | 11 | 12 | 14 | 16 | 18 | 21 | 25 | 15% | |
| MAINFRAME | 2 | 2 | 2 | 2 | 2 | 3 | 3 | 3 | 6% | |
| MIDRANGE | 5 | 6 | 6 | 7 | 7 | 8 | 9 | 10 | 10% | |
| WORKSTATION/PC | 3 | 3 | 4 | 5 | 6 | 8 | 9 | 12 | 24% | |
| PROFESSIONAL SERVICES | 22 | 24 | 26 | 28 | 31 | 34 | 37 | 41 | 9% | |
| CONSULTING | 5 | 6 | 7 | 7 | 8 | 10 | 11 | 12 | 13% | |
| CUSTOM SOFTWARE | 13 | 14 | 15 | 17 | 18 | 19 | 21 | 22 | 8% | |
| EDUCATION/TRAINING | 3 | 3 | 4 | 4 | 5 | 5 | 6 | 7 | 11% | |
| SYSTEMS INTEGRATION | 5 | 7 | 8 | 9 | 11 | 14 | 17 | 21 | 21% | |
| EQUIPMENT | 2 | 2 | 3 | 3 | 4 | 5 | 6 | 7 | 21% | |
| APPLICATION SOFTWARE | 0 | 0 | 0 | 0 | 1 | 1 | 1 | 1 | 21% | |
| SYSTEM SOFTWARE | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 22% | |
| PROFESSIONAL SERVICES | 3 | 4 | 4 | 5 | 6 | 8 | 9 | 11 | 21% | |
| OTHER | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 21% | |
| TOTAL | 50 | 56 | 62 | 70 | 78 | 88 | 100 | 113 | 12% | |

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. OVER $500M

| SEGMENTATION | 1991 ($M) | 1992 ($M) | 1993 ($M) | 1994 ($M) | 1995 ($M) | 1996 ($M) | 1997 ($M) | 2000 ($M) | CAGR 92-97 | |
|---|---|---|---|---|---|---|---|---|---|---|
| DISCRETE/INDUSTRIAL MFGR | | | | | | | | | | 0.1 |
| TURNKEY SYSTEMS | 72 | 79 | 87 | 95 | 105 | 115 | 127 | 140 | 10% | |
| EQUIPMENT | 34 | 36 | 38 | 41 | 43 | 46 | 51 | 55 | 7% | |
| SOFTWARE PRODUCTS | 26 | 30 | 33 | 37 | 41 | 46 | 51 | 57 | 11% | |
| APPLICATIONS | 23 | 26 | 29 | 33 | 36 | 41 | 45 | 50 | 11% | |
| SYSTEMS | 4 | 4 | 4 | 4 | 5 | 6 | 6 | 7 | 9% | |
| PROFESSIONAL SERVICES | 11 | 13 | 16 | 17 | 21 | 23 | 25 | 29 | 13% | |
| APPLICATIONS SOFTWARE PRODUCTS | 50 | 57 | 65 | 73 | 84 | 97 | 112 | 130 | 15% | |
| MAINFRAME | 10 | 10 | 11 | 12 | 13 | 13 | 14 | 15 | 6% | |
| MIDRANGE | 27 | 30 | 32 | 35 | 39 | 43 | 48 | 53 | 10% | |
| WORKSTATION/PC | 14 | 17 | 21 | 26 | 33 | 41 | 50 | 62 | 24% | |
| PROFESSIONAL SERVICES | 114 | 125 | 137 | 150 | 164 | 179 | 197 | 215 | 9% | |
| CONSULTING | 28 | 31 | 35 | 39 | 44 | 50 | 57 | 64 | 13% | |
| CUSTOM SOFTWARE | 69 | 75 | 80 | 87 | 94 | 101 | 108 | 117 | 8% | |
| EDUCATION/TRAINING | 17 | 18 | 21 | 23 | 25 | 28 | 31 | 35 | 11% | |
| SYSTEMS INTEGRATION | 29 | 34 | 41 | 50 | 60 | 75 | 91 | 110 | 21% | |
| EQUIPMENT | 10 | 12 | 14 | 17 | 21 | 26 | 31 | 38 | 21% | |
| APPLICATION SOFTWARE | 2 | 2 | 2 | 3 | 3 | 4 | 5 | 6 | 21% | |
| SYSTEM SOFTWARE | 1 | 1 | 1 | 1 | 1 | 2 | 2 | 2 | 22% | |
| PROFESSIONAL SERVICES | 16 | 19 | 23 | 27 | 33 | 41 | 50 | 60 | 21% | |
| OTHER | 1 | 1 | 1 | 2 | 2 | 2 | 3 | 4 | 21% | |
| TOTAL | 1086 | 731 | 808 | 892 | 988 | 1098 | 1221 | 1360 | 11% | |

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. OVER $500M

| SEGMENTATION | 1991 ($M) | 1992 ($M) | 1993 ($M) | 1994 ($M) | 1995 ($M) | 1996 ($M) | 1997 ($M) | 2000 ($M) | CAGR 92-97 | |
|---|---|---|---|---|---|---|---|---|---|---|
| CONSUMER | | | | | | | | | | |
| FOOD | | | | | | | | | | 0.35 |
| TURNKEY SYSTEMS | 73 | 81 | 89 | 98 | 107 | 118 | 131 | 144 | 10% | |
| EQUIPMENT | 35 | 37 | 39 | 42 | 44 | 47 | 52 | 56 | 7% | |
| SOFTWARE PRODUCTS | 27 | 31 | 34 | 38 | 42 | 47 | 52 | 58 | 11% | |
| APPLICATIONS | 23 | 27 | 30 | 34 | 37 | 42 | 46 | 51 | 11% | |
| SYSTEMS | 4 | 4 | 4 | 5 | 5 | 6 | 6 | 7 | 9% | |
| PROFESSIONAL SERVICES | 12 | 14 | 16 | 18 | 21 | 24 | 26 | 29 | 13% | |
| APPLICATIONS SOFTWARE PRODUCTS | 72 | 83 | 94 | 108 | 124 | 143 | 165 | 191 | 15% | |
| MAINFRAME | 10 | 11 | 12 | 12 | 13 | 14 | 15 | 16 | 6% | |
| MIDRANGE | 41 | 46 | 51 | 56 | 63 | 69 | 77 | 86 | 11% | |
| WORKSTATION/PC | 21 | 26 | 32 | 39 | 48 | 60 | 73 | 90 | 23% | |
| PROFESSIONAL SERVICES | 117 | 128 | 140 | 154 | 168 | 184 | 201 | 221 | 9% | |
| CONSULTING | 29 | 32 | 36 | 40 | 46 | 52 | 58 | 65 | 13% | |
| CUSTOM SOFTWARE | 71 | 77 | 82 | 90 | 97 | 104 | 111 | 120 | 8% | |
| EDUCATION/TRAINING | 17 | 19 | 22 | 23 | 26 | 28 | 32 | 36 | 11% | |
| SYSTEMS INTEGRATION | 30 | 35 | 43 | 51 | 62 | 76 | 93 | 113 | 21% | |
| EQUIPMENT | 10 | 12 | 15 | 18 | 21 | 26 | 32 | 39 | 21% | |
| APPLICATION SOFTWARE | 2 | 2 | 2 | 3 | 3 | 4 | 5 | 6 | 21% | |
| SYSTEM SOFTWARE | 1 | 1 | 1 | 1 | 1 | 2 | 2 | 2 | 22% | |
| PROFESSIONAL SERVICES | 16 | 19 | 23 | 28 | 34 | 42 | 51 | 62 | 21% | |
| OTHER | 1 | 1 | 1 | 2 | 2 | 2 | 3 | 4 | 21% | |
| TOTAL | 293 | 327 | 367 | 411 | 461 | 522 | 590 | 669 | 13% | |

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. OVER $500M

| SEGMENTATION | 1991 ($M) | 1992 ($M) | 1993 ($M) | 1994 ($M) | 1995 ($M) | 1996 ($M) | 1997 ($M) | 2000 ($M) | CAGR 92-97 | |
|---|---|---|---|---|---|---|---|---|---|---|
| CPG | | | | | | | | | | 0.01 |
| TURNKEY SYSTEMS | 1 | 1 | 1 | 1 | 1 | 2 | 2 | 2 | 10% | |
| EQUIPMENT | 0 | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 7% | |
| SOFTWARE PRODUCTS | 0 | 0 | 0 | 1 | 1 | 1 | 1 | 1 | 11% | |
| APPLICATIONS | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 1 | 11% | |
| SYSTEMS | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 9% | |
| PROFESSIONAL SERVICES | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 13% | |
| APPLICATIONS SOFTWARE PRODUCTS | 1 | 1 | 1 | 1 | 1 | 1 | 2 | 2 | 15% | |
| MAINFRAME | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 6% | |
| MIDRANGE | 0 | 0 | 0 | 0 | 1 | 1 | 1 | 1 | 10% | |
| WORKSTATION/PC | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 1 | 24% | |
| PROFESSIONAL SERVICES | 2 | 2 | 2 | 2 | 2 | 2 | 3 | 3 | 9% | |
| CONSULTING | 0 | 0 | 0 | 1 | 1 | 1 | 1 | 1 | 13% | |
| CUSTOM SOFTWARE | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 2 | 8% | |
| EDUCATION/TRAINING | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 11% | |
| SYSTEMS INTEGRATION | 0 | 0 | 1 | 1 | 1 | 1 | 1 | 2 | 21% | |
| EQUIPMENT | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 21% | |
| APPLICATION SOFTWARE | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 21% | |
| SYSTEM SOFTWARE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 22% | |
| PROFESSIONAL SERVICES | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 1 | 21% | |
| OTHER | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 21% | |
| TOTAL | 4 | 4 | 5 | 5 | 6 | 6 | 7 | 8 | 12% | |

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. OVER $500M

| SEGMENTATION | 1991 ($M) | 1992 ($M) | 1993 ($M) | 1994 ($M) | 1995 ($M) | 1996 ($M) | 1997 ($M) | 2000 ($M) | CAGR 92-97 | |
|---|---|---|---|---|---|---|---|---|---|---|
| WHOLESALE | | | | | | | | | | 0.12 |
| TURNKEY SYSTEMS | 58 | 63 | 67 | 72 | 78 | 82 | 88 | 94 | 7% | |
| EQUIPMENT | 27 | 28 | 30 | 31 | 32 | 33 | 35 | 37 | 4% | |
| SOFTWARE PRODUCTS | 22 | 24 | 26 | 28 | 31 | 33 | 35 | 38 | 8% | |
| APPLICATIONS | 19 | 21 | 22 | 25 | 27 | 29 | 31 | 34 | 8% | |
| SYSTEMS | 3 | 3 | 3 | 3 | 4 | 4 | 4 | 4 | 6% | |
| PROFESSIONAL SERVICES | 9 | 11 | 12 | 13 | 15 | 16 | 17 | 19 | 10% | |
| APPLICATIONS SOFTWARE PRODUCTS | 63 | 70 | 79 | 89 | 101 | 115 | 130 | 149 | 13% | |
| MAINFRAME | 29 | 31 | 32 | 33 | 34 | 36 | 38 | 40 | 4% | |
| MIDRANGE | 15 | 16 | 18 | 20 | 22 | 24 | 27 | 30 | 11% | |
| WORKSTATION/PC | 19 | 23 | 29 | 36 | 45 | 55 | 65 | 79 | 23% | |
| PROFESSIONAL SERVICES | 42 | 46 | 49 | 53 | 57 | 61 | 65 | 70 | 7% | |
| CONSULTING | 10 | 11 | 12 | 13 | 15 | 16 | 18 | 20 | 11% | |
| CUSTOM SOFTWARE | 26 | 28 | 30 | 31 | 33 | 34 | 36 | 37 | 5% | |
| EDUCATION/TRAINING | 6 | 7 | 8 | 8 | 9 | 10 | 12 | 13 | 11% | |
| SYSTEMS INTEGRATION | 19 | 22 | 25 | 29 | 34 | 40 | 46 | 54 | 16% | |
| EQUIPMENT | 6 | 8 | 9 | 10 | 12 | 14 | 16 | 19 | 16% | |
| APPLICATION SOFTWARE | 1 | 1 | 1 | 1 | 1 | 2 | 2 | 2 | 16% | |
| SYSTEM SOFTWARE | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 2 | 15% | |
| PROFESSIONAL SERVICES | 10 | 12 | 14 | 16 | 19 | 22 | 26 | 30 | 16% | |
| OTHER | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 15% | |
| TOTAL | 183 | 201 | 221 | 243 | 271 | 297 | 329 | 367 | 10% | |

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. OVER $500M

| SEGMENTATION | 1991 ($M) | 1992 ($M) | 1993 ($M) | 1994 ($M) | 1995 ($M) | 1996 ($M) | 1997 ($M) | 2000 ($M) | CAGR 92-97 | |
|---|---|---|---|---|---|---|---|---|---|---|
| PROCESS | | | | | | | | | | |
| CHEMICAL | | | | | | | | | | 0.26 |
| TURNKEY SYSTEMS | 15 | 16 | 18 | 19 | 21 | 23 | 26 | 28 | 10% | |
| EQUIPMENT | 7 | 8 | 8 | 9 | 10 | 11 | 12 | 14 | 10% | |
| SOFTWARE PRODUCTS | 5 | 6 | 6 | 7 | 8 | 8 | 9 | 10 | 10% | |
| APPLICATIONS | 5 | 5 | 5 | 6 | 7 | 7 | 8 | 9 | 10% | |
| SYSTEMS | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 10% | |
| PROFESSIONAL SERVICES | 2 | 3 | 3 | 3 | 3 | 4 | 4 | 5 | 10% | |
| APPLICATIONS SOFTWARE PRODUCTS | 13 | 14 | 16 | 19 | 21 | 25 | 30 | 34 | 15% | |
| MAINFRAME | 4 | 5 | 5 | 5 | 6 | 6 | 7 | 8 | 9% | |
| MIDRANGE | 4 | 4 | 5 | 6 | 6 | 7 | 8 | 8 | 11% | |
| WORKSTATION/PC | 4 | 5 | 6 | 8 | 10 | 12 | 15 | 18 | 23% | |
| PROFESSIONAL SERVICES | 55 | 63 | 69 | 76 | 83 | 91 | 99 | 109 | 10% | |
| CONSULTING | 13 | 15 | 17 | 20 | 22 | 25 | 28 | 31 | 13% | |
| CUSTOM SOFTWARE | 34 | 38 | 41 | 45 | 48 | 52 | 56 | 61 | 8% | |
| EDUCATION/TRAINING | 8 | 9 | 11 | 11 | 13 | 14 | 15 | 17 | 11% | |
| SYSTEMS INTEGRATION | 4 | 9 | 10 | 12 | 13 | 16 | 18 | 20 | 14% | |
| EQUIPMENT | 2 | 4 | 5 | 5 | 6 | 7 | 8 | 9 | 14% | |
| APPLICATION SOFTWARE | 0.1 | 0.3 | 0.3 | 0.3 | 0.4 | 0.5 | 0.5 | 0.6 | 13% | |
| SYSTEM SOFTWARE | 0.1 | 0.3 | 0.3 | 0.3 | 0.4 | 0.5 | 0.5 | 0.6 | 13% | |
| PROFESSIONAL SERVICES | 2 | 4 | 5 | 6 | 6 | 7 | 8 | 10 | 14% | |
| OTHER | 0.1 | 0.3 | 0.3 | 0.3 | 0.4 | 0.5 | 0.5 | 0.6 | 13% | |
| TOTAL | 87 | 102 | 113 | 125 | 139 | 154 | 172 | 192 | 11% | |

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. OVER $500M

| SEGMENTATION | 1991 ($M) | 1992 ($M) | 1993 ($M) | 1994 ($M) | 1995 ($M) | 1996 ($M) | 1997 ($M) | 2000 ($M) | CAGR 92-97 | |
|---|---|---|---|---|---|---|---|---|---|---|
| PHARMACEUTICALS | | | | | | | | | | 0.13 |
| TURNKEY SYSTEMS | 1 | 2 | 2 | 2 | 2 | 2 | 3 | 3 | 10% | |
| EQUIPMENT | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 10% | |
| SOFTWARE PRODUCTS | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 10% | |
| APPLICATIONS | 0 | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 10% | |
| SYSTEMS | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | 10% | |
| PROFESSIONAL SERVICES | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 10% | |
| APPLICATIONS SOFTWARE PRODUCTS | 3 | 3 | 4 | 4 | 5 | 6 | 7 | 8 | 17% | |
| MAINFRAME | 0 | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 9% | |
| MIDRANGE | 1 | 1 | 1 | 1 | 2 | 2 | 2 | 2 | 11% | |
| WORKSTATION/PC | 1 | 1 | 2 | 2 | 3 | 3 | 4 | 5 | 23% | |
| PROFESSIONAL SERVICES | 6 | 6 | 7 | 8 | 8 | 9 | 10 | 11 | 10% | |
| CONSULTING | 1 | 2 | 2 | 2 | 2 | 2 | 3 | 3 | 13% | |
| CUSTOM SOFTWARE | 3 | 4 | 4 | 4 | 5 | 5 | 6 | 6 | 8% | |
| EDUCATION/TRAINING | 1 | 1 | 1 | 1 | 1 | 1 | 2 | 2 | 11% | |
| SYSTEMS INTEGRATION | 0 | 1 | 1 | 1 | 1 | 2 | 2 | 2 | 14% | |
| EQUIPMENT | 0.2 | 0.4 | 0.5 | 0.5 | 0.6 | 0.7 | 0.8 | 0.9 | 14% | |
| APPLICATION SOFTWARE | 0.01 | 0.03 | 0.03 | 0.03 | 0.04 | 0.05 | 0.05 | 0.06 | 13% | |
| SYSTEM SOFTWARE | 0.01 | 0.03 | 0.03 | 0.03 | 0.04 | 0.05 | 0.05 | 0.06 | 13% | |
| PROFESSIONAL SERVICES | 0.2 | 0.4 | 0.5 | 0.6 | 0.6 | 0.7 | 0.8 | 1.0 | 14% | |
| OTHER | 0.01 | 0.03 | 0.03 | 0.03 | 0.04 | 0.05 | 0.05 | 0.06 | 13% | |
| TOTAL | 10 | 12 | 13 | 15 | 17 | 19 | 21 | 24 | 12% | |

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. OVER $500M

| SEGMENTATION | 1991 ($M) | 1992 ($M) | 1993 ($M) | 1994 ($M) | 1995 ($M) | 1996 ($M) | 1997 ($M) | 2000 ($M) | CAGR 92-97 | |
|---|---|---|---|---|---|---|---|---|---|---|
| OTHER PROCESS | | | | | | | | | | 0.23 |
| TURNKEY SYSTEMS | 51 | 56 | 62 | 68 | 75 | 83 | 91 | 100 | 10% | |
| EQUIPMENT | 25 | 27 | 30 | 33 | 36 | 40 | 44 | 48 | 10% | |
| SOFTWARE PRODUCTS | 19 | 20 | 22 | 25 | 27 | 30 | 33 | 36 | 10% | |
| APPLICATIONS | 16 | 18 | 19 | 21 | 23 | 26 | 28 | 31 | 10% | |
| SYSTEMS | 3 | 3 | 3 | 3 | 4 | 4 | 5 | 5 | 10% | |
| PROFESSIONAL SERVICES | 8 | 9 | 10 | 11 | 12 | 13 | 15 | 16 | 10% | |
| APPLICATIONS SOFTWARE PRODUCTS | 55 | 63 | 72 | 83 | 95 | 110 | 132 | 154 | 16% | |
| MAINFRAME | 16 | 17 | 18 | 19 | 20 | 21 | 26 | 28 | 9% | |
| MIDRANGE | 19 | 21 | 24 | 26 | 30 | 33 | 36 | 40 | 11% | |
| WORKSTATION/PC | 20 | 25 | 31 | 38 | 46 | 57 | 70 | 86 | 23% | |
| PROFESSIONAL SERVICES | 195 | 221 | 244 | 267 | 293 | 321 | 351 | 386 | 10% | |
| CONSULTING | 47 | 53 | 61 | 69 | 77 | 87 | 98 | 111 | 13% | |
| CUSTOM SOFTWARE | 121 | 136 | 145 | 158 | 171 | 184 | 199 | 214 | 8% | |
| EDUCATION/TRAINING | 28 | 32 | 38 | 41 | 45 | 49 | 54 | 60 | 11% | |
| SYSTEMS INTEGRATION | 16 | 33 | 37 | 42 | 48 | 55 | 63 | 72 | 14% | |
| EQUIPMENT | 7 | 15 | 16 | 18 | 21 | 24 | 28 | 32 | 14% | |
| APPLICATION SOFTWARE | 0 | 1 | 1 | 1 | 1 | 2 | 2 | 2 | 13% | |
| SYSTEM SOFTWARE | 0 | 1 | 1 | 1 | 1 | 2 | 2 | 2 | 13% | |
| PROFESSIONAL SERVICES | 7 | 16 | 17 | 20 | 23 | 26 | 30 | 34 | 14% | |
| OTHER | 0 | 1 | 1 | 1 | 1 | 2 | 2 | 2 | 13% | |
| TOTAL | 317 | 374 | 415 | 460 | 511 | 568 | 637 | 712 | 11% | |

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. OVER $500M

| SEGMENTATION | 1991 ($M) | 1992 ($M) | 1993 ($M) | 1994 ($M) | 1995 ($M) | 1996 ($M) | 1997 ($M) | 2000 ($M) | CAGR 92-97 |
|---|---|---|---|---|---|---|---|---|---|
| GRAND TOTAL | | | | | | | | | |
| TURNKEY SYSTEMS | 343 | 378 | 413 | 452 | 494 | 541 | 594 | 651 | 9% |
| EQUIPMENT | 162 | 172 | 185 | 199 | 209 | 225 | 247 | 266 | 7% |
| SOFTWARE PRODUCTS | 126 | 142 | 155 | 173 | 191 | 213 | 233 | 258 | 10% |
| APPLICATIONS | 109 | 123 | 135 | 152 | 168 | 187 | 205 | 227 | 11% |
| SYSTEMS | 18 | 19 | 20 | 21 | 24 | 26 | 29 | 31 | 9% |
| PROFESSIONAL SERVICES | 55 | 63 | 73 | 79 | 94 | 103 | 113 | 127 | 12% |
| APPLICATIONS SOFTWARE PRODUCTS | 307 | 348 | 396 | 450 | 517 | 594 | 689 | 799 | 15% |
| MAINFRAME | 80 | 84 | 90 | 94 | 98 | 104 | 115 | 122 | 6% |
| MIDRANGE | 134 | 149 | 164 | 180 | 201 | 222 | 246 | 272 | 11% |
| WORKSTATION/PC | 94 | 115 | 142 | 176 | 218 | 269 | 328 | 404 | 23% |
| PROFESSIONAL SERVICES | 644 | 715 | 784 | 858 | 938 | 1026 | 1122 | 1230 | 9% |
| CONSULTING | 158 | 175 | 200 | 223 | 250 | 284 | 319 | 359 | 13% |
| CUSTOM SOFTWARE | 394 | 435 | 463 | 503 | 544 | 584 | 625 | 673 | 8% |
| EDUCATION/TRAINING | 93 | 104 | 122 | 131 | 144 | 158 | 178 | 198 | 11% |
| SYSTEMS INTEGRATION | 128 | 170 | 200 | 236 | 280 | 338 | 404 | 481 | 19% |
| EQUIPMENT | 46 | 63 | 74 | 87 | 103 | 124 | 148 | 175 | 19% |
| APPLICATION SOFTWARE | 6 | 8 | 9 | 10 | 13 | 15 | 19 | 22 | 19% |
| SYSTEM SOFTWARE | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 11 | 18% |
| PROFESSIONAL SERVICES | 69 | 90 | 106 | 126 | 149 | 180 | 216 | 257 | 19% |
| OTHER | 4 | 5 | 6 | 7 | 9 | 11 | 13 | 15 | 19% |
| TOTAL | 1422 | 1610 | 1793 | 1995 | 2229 | 2499 | 2808 | 3161 | 12% |

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. OVER $500M

| SEGMENTATION | 1991 ($M) | 1992 ($M) | 1993 ($M) | 1994 ($M) | 1995 ($M) | 1996 ($M) | 1997 ($M) | 2000 ($M) | CAGR 92-97 | |
|---|---|---|---|---|---|---|---|---|---|---|
| CROSS INDUSTRY MARKETS | | | | | | | | | | |
| MAINFRAME APPLICATION SOFTWARE | | | | | | | | | | 0.07 |
| ACCOUNTING | 53 | 55 | 57 | 60 | 62 | 64 | 70 | 73 | 5% | |
| EDUCATION & TRAINING | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 2% | |
| ENGINEERING & SCIENTIFIC | 10 | 11 | 12 | 13 | 14 | 15 | 16 | 17 | 8% | |
| HUMAN RESOURCES | 19 | 20 | 21 | 22 | 23 | 24 | 25 | 26 | 5% | |
| OFFICE SYSTEMS | 11 | 12 | 12 | 12 | 12 | 13 | 13 | 13 | 2% | |
| PLANNING & ANALYSIS | 14 | 15 | 16 | 18 | 19 | 20 | 21 | 22 | 7% | |
| SALES & MARKETING | 13 | 14 | 15 | 16 | 17 | 18 | 19 | 20 | 6% | |
| SUB-TOTAL | 124 | 131 | 137 | 144 | 151 | 158 | 168 | 177 | 5% | |
| MINICOMPUTER APPLICATION SOFTWARE | | | | | | | | | | 0.07 |
| ACCOUNTING | 39 | 42 | 44 | 47 | 50 | 53 | 56 | 59 | 6% | |
| EDUCATION & TRAINING | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 1% | |
| ENGINEERING & SCIENTIFIC | 17 | 19 | 20 | 22 | 25 | 27 | 30 | 33 | 10% | |
| HUMAN RESOURCES | 19 | 19 | 21 | 22 | 24 | 26 | 28 | 30 | 8% | |
| OFFICE SYSTEMS | 40 | 43 | 46 | 50 | 54 | 58 | 63 | 68 | 8% | |
| PLANNING & ANALYSIS | 12 | 12 | 13 | 13 | 13 | 13 | 13 | 13 | 0% | |
| SALES & MARKETING | 5 | 6 | 6 | 6 | 7 | 7 | 7 | 8 | 6% | |
| SUB-TOTAL | 133 | 142 | 152 | 162 | 173 | 186 | 198 | 212 | 7% | |
| PC/WORKSTATION APPLICATION SOFTWARE | | | | | | | | | | 0.07 |
| ACCOUNTING | 65 | 74 | 84 | 98 | 112 | 133 | 168 | 198 | 18% | |
| EDUCATION & TRAINING | 8 | 9 | 10 | 11 | 12 | 14 | 17 | 19 | 13% | |
| ENGINEERING & SCIENTIFIC | 18 | 21 | 25 | 28 | 32 | 37 | 43 | 49 | 15% | |
| HUMAN RESOURCES | 12 | 15 | 18 | 22 | 27 | 35 | 45 | 56 | 25% | |
| OFFICE SYSTEMS | 117 | 133 | 152 | 179 | 203 | 245 | 305 | 361 | 18% | |
| PLANNING & ANALYSIS | 88 | 105 | 126 | 151 | 181 | 218 | 261 | 313 | 20% | |
| SALES & MARKETING | 5 | 6 | 7 | 8 | 10 | 13 | 17 | 21 | 25% | |
| SUB-TOTAL | 314 | 362 | 421 | 497 | 578 | 695 | 856 | 1018 | 19% | |
| CROSS-INDUSTRY APPLIC. SOFTWARE | | | | | | | | | | |
| ACCOUNTING | 158 | 171 | 186 | 204 | 224 | 250 | 294 | 331 | 11% | |
| EDUCATION & TRAINING | 14 | 15 | 16 | 17 | 18 | 21 | 23 | 25 | 9% | |
| ENGINEERING & SCIENTIFIC | 46 | 51 | 57 | 63 | 71 | 79 | 89 | 99 | 12% | |
| HUMAN RESOURCES | 49 | 54 | 60 | 67 | 74 | 85 | 98 | 113 | 13% | |
| OFFICE SYSTEMS | 168 | 187 | 210 | 240 | 269 | 316 | 381 | 441 | 15% | |
| PLANNING & ANALYSIS | 113 | 133 | 155 | 181 | 213 | 250 | 295 | 348 | 17% | |
| SALES & MARKETING | 23 | 25 | 27 | 30 | 33 | 37 | 43 | 49 | 12% | |
| TOTAL | 571 | 635 | 709 | 803 | 902 | 1039 | 1223 | 1407 | 14% | |

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. $50M- $150M

| SEGMENTATION | 1991 ($M) | 1992 ($M) | 1993 ($M) | 1994 ($M) | 1995 ($M) | 1996 ($M) | 1997 ($M) | 2000 ($M) | CAGR 92-97 | |
|---|---|---|---|---|---|---|---|---|---|---|
| INDUSTRIAL | | | | | | | | | | |
| AUTO (SUPPLIERS) | | | | | | | | | | 0.35 |
| TURNKEY SYSTEMS | 49 | 54 | 60 | 65 | 71 | 79 | 87 | 96 | 10% | |
| EQUIPMENT | 23 | 24 | 26 | 28 | 29 | 32 | 35 | 37 | 7% | |
| SOFTWARE PRODUCTS | 18 | 21 | 23 | 25 | 28 | 32 | 35 | 39 | 11% | |
| APPLICATIONS | 16 | 18 | 20 | 22 | 25 | 28 | 31 | 34 | 11% | |
| SYSTEMS | 3 | 3 | 3 | 3 | 3 | 4 | 4 | 5 | 9% | |
| PROFESSIONAL SERVICES | 8 | 9 | 11 | 12 | 14 | 16 | 17 | 20 | 13% | |
| APPLICATIONS SOFTWARE PRODUCTS | 34 | 39 | 44 | 50 | 58 | 66 | 77 | 89 | 15% | |
| MAINFRAME | 7 | 7 | 8 | 8 | 9 | 9 | 10 | 10 | 6% | |
| MIDRANGE | 18 | 20 | 22 | 24 | 27 | 29 | 33 | 36 | 10% | |
| WORKSTATION/PC | 9 | 11 | 14 | 18 | 22 | 28 | 34 | 43 | 24% | |
| PROFESSIONAL SERVICES | 78 | 85 | 94 | 102 | 112 | 123 | 134 | 147 | 9% | |
| CONSULTING | 19 | 21 | 24 | 27 | 30 | 34 | 39 | 44 | 13% | |
| CUSTOM SOFTWARE | 47 | 52 | 55 | 60 | 65 | 69 | 74 | 80 | 8% | |
| EDUCATION/TRAINING | 11 | 12 | 14 | 16 | 17 | 19 | 21 | 24 | 11% | |
| SYSTEMS INTEGRATION | 20 | 24 | 28 | 34 | 41 | 51 | 62 | 75 | 21% | |
| EQUIPMENT | 7 | 8 | 10 | 12 | 14 | 18 | 21 | 26 | 21% | |
| APPLICATION SOFTWARE | 1 | 1 | 1 | 2 | 2 | 3 | 3 | 4 | 21% | |
| SYSTEM SOFTWARE | 0.4 | 0.5 | 0.6 | 0.7 | 0.8 | 1.0 | 1.3 | 1.5 | 22% | |
| PROFESSIONAL SERVICES | 11 | 13 | 16 | 19 | 23 | 28 | 34 | 41 | 21% | |
| OTHER | 0.6 | 0.8 | 0.9 | 1.1 | 1.3 | 1.7 | 2.0 | 2.4 | 21% | |
| TOTAL | 181 | 202 | 226 | 252 | 282 | 319 | 360 | 407 | 12% | |

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. $50M- $150M

| SEGMENTATION | 1991 ($M) | 1992 ($M) | 1993 ($M) | 1994 ($M) | 1995 ($M) | 1996 ($M) | 1997 ($M) | 2000 ($M) | CAGR 92-97 | |
|---|---|---|---|---|---|---|---|---|---|---|
| ELECTRONICS | | | | | | | | | | 0.23 |
| TURNKEY SYSTEMS | 103 | 114 | 125 | 137 | 150 | 166 | 183 | 202 | 10% | |
| EQUIPMENT | 48 | 51 | 55 | 59 | 62 | 66 | 73 | 79 | 7% | |
| SOFTWARE PRODUCTS | 38 | 43 | 48 | 53 | 59 | 67 | 73 | 82 | 11% | |
| APPLICATIONS | 33 | 38 | 41 | 47 | 52 | 59 | 65 | 72 | 11% | |
| SYSTEMS | 5 | 6 | 6 | 6 | 7 | 8 | 9 | 10 | 9% | |
| PROFESSIONAL SERVICES | 16 | 19 | 23 | 25 | 30 | 33 | 36 | 41 | 13% | |
| APPLICATIONS SOFTWARE PRODUCTS | 72 | 82 | 93 | 105 | 121 | 140 | 161 | 187 | 15% | |
| MAINFRAME | 14 | 15 | 16 | 17 | 18 | 19 | 20 | 22 | 6% | |
| MIDRANGE | 38 | 43 | 46 | 50 | 56 | 62 | 69 | 76 | 10% | |
| WORKSTATION/PC | 20 | 24 | 30 | 38 | 47 | 59 | 72 | 90 | 24% | |
| PROFESSIONAL SERVICES | 164 | 180 | 197 | 215 | 236 | 258 | 282 | 310 | 9% | |
| CONSULTING | 41 | 45 | 51 | 57 | 64 | 72 | 81 | 92 | 13% | |
| CUSTOM SOFTWARE | 99 | 109 | 115 | 126 | 136 | 146 | 156 | 168 | 8% | |
| EDUCATION/TRAINING | 24 | 26 | 30 | 33 | 36 | 40 | 45 | 50 | 11% | |
| SYSTEMS INTEGRATION | 42 | 50 | 60 | 72 | 87 | 107 | 130 | 158 | 21% | |
| EQUIPMENT | 14 | 17 | 21 | 25 | 30 | 37 | 45 | 55 | 21% | |
| APPLICATION SOFTWARE | 2 | 3 | 3 | 4 | 4 | 6 | 7 | 8 | 21% | |
| SYSTEM SOFTWARE | 1 | 1 | 1 | 1 | 2 | 2 | 3 | 3 | 22% | |
| PROFESSIONAL SERVICES | 23 | 27 | 33 | 39 | 48 | 59 | 71 | 87 | 21% | |
| OTHER | 1 | 2 | 2 | 2 | 3 | 3 | 4 | 5 | 21% | |
| TOTAL | 381 | 425 | 474 | 530 | 594 | 671 | 757 | 856 | 12% | |

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. $50M- $150M

| SEGMENTATION | 1991 ($M) | 1992 ($M) | 1993 ($M) | 1994 ($M) | 1995 ($M) | 1996 ($M) | 1997 ($M) | 2000 ($M) | CAGR 92-97 | |
|---|---|---|---|---|---|---|---|---|---|---|
| PROCESS/CONSUMER MFGR | | | | | | | | | | 0.26 |
| TURNKEY SYSTEMS | 176 | 195 | 214 | 235 | 257 | 284 | 313 | 345 | 10% | |
| EQUIPMENT | 83 | 88 | 94 | 101 | 105 | 114 | 125 | 134 | 7% | |
| SOFTWARE PRODUCTS | 65 | 74 | 81 | 91 | 101 | 114 | 126 | 140 | 11% | |
| APPLICATIONS | 56 | 64 | 71 | 80 | 89 | 100 | 111 | 123 | 11% | |
| SYSTEMS | 9 | 10 | 11 | 11 | 12 | 14 | 15 | 16 | 9% | |
| PROFESSIONAL SERVICES | 28 | 33 | 39 | 42 | 51 | 56 | 62 | 71 | 13% | |
| APPLICATIONS SOFTWARE PRODUCTS | 124 | 140 | 159 | 180 | 207 | 239 | 276 | 320 | 15% | |
| MAINFRAME | 24 | 26 | 28 | 29 | 31 | 33 | 35 | 37 | 6% | |
| MIDRANGE | 66 | 73 | 79 | 86 | 96 | 106 | 117 | 129 | 10% | |
| WORKSTATION/PC | 34 | 41 | 52 | 64 | 81 | 100 | 123 | 153 | 24% | |
| PROFESSIONAL SERVICES | 281 | 307 | 336 | 368 | 403 | 441 | 483 | 530 | 9% | |
| CONSULTING | 70 | 77 | 87 | 97 | 109 | 124 | 139 | 157 | 13% | |
| CUSTOM SOFTWARE | 170 | 186 | 197 | 215 | 232 | 249 | 267 | 287 | 8% | |
| EDUCATION/TRAINING | 41 | 45 | 52 | 56 | 62 | 68 | 77 | 86 | 11% | |
| SYSTEMS INTEGRATION | 71 | 85 | 102 | 123 | 148 | 183 | 222 | 270 | 21% | |
| EQUIPMENT | 25 | 29 | 35 | 43 | 51 | 63 | 77 | 93 | 21% | |
| APPLICATION SOFTWARE | 4 | 4 | 5 | 6 | 8 | 10 | 12 | 14 | 21% | |
| SYSTEM SOFTWARE | 1 | 2 | 2 | 3 | 3 | 4 | 5 | 6 | 22% | |
| PROFESSIONAL SERVICES | 39 | 46 | 56 | 68 | 81 | 101 | 122 | 148 | 21% | |
| OTHER | 2 | 3 | 3 | 4 | 5 | 6 | 7 | 9 | 21% | |
| TOTAL | 652 | 727 | 811 | 906 | 1015 | 1147 | 1294 | 1464 | 12% | |

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. $50M- $150M

| SEGMENTATION | 1991 ($M) | 1992 ($M) | 1993 ($M) | 1994 ($M) | 1995 ($M) | 1996 ($M) | 1997 ($M) | 2000 ($M) | CAGR 92-97 | |
|---|---|---|---|---|---|---|---|---|---|---|
| DISCRETE/INDUSTRIAL MFGR | | | | | | | | | | 0.26 |
| TURNKEY SYSTEMS | 186 | 206 | 227 | 248 | 272 | 300 | 331 | 365 | 10% | |
| EQUIPMENT | 88 | 93 | 100 | 107 | 111 | 120 | 132 | 142 | 7% | |
| SOFTWARE PRODUCTS | 69 | 78 | 86 | 97 | 107 | 120 | 133 | 148 | 11% | |
| APPLICATIONS | 59 | 68 | 75 | 85 | 94 | 106 | 117 | 130 | 11% | |
| SYSTEMS | 10 | 10 | 11 | 12 | 13 | 14 | 16 | 17 | 9% | |
| PROFESSIONAL SERVICES | 30 | 35 | 41 | 45 | 54 | 60 | 66 | 75 | 13% | |
| APPLICATIONS SOFTWARE PRODUCTS | 131 | 148 | 168 | 190 | 219 | 253 | 292 | 338 | 15% | |
| MAINFRAME | 25 | 27 | 29 | 31 | 33 | 35 | 37 | 39 | 6% | |
| MIDRANGE | 70 | 77 | 84 | 91 | 101 | 112 | 124 | 137 | 10% | |
| WORKSTATION/PC | 36 | 44 | 55 | 68 | 85 | 106 | 130 | 162 | 24% | |
| PROFESSIONAL SERVICES | 297 | 325 | 356 | 389 | 426 | 467 | 511 | 560 | 9% | |
| CONSULTING | 74 | 81 | 92 | 103 | 115 | 131 | 147 | 166 | 13% | |
| CUSTOM SOFTWARE | 179 | 196 | 209 | 227 | 246 | 263 | 282 | 303 | 8% | |
| EDUCATION/TRAINING | 43 | 47 | 55 | 60 | 65 | 72 | 82 | 91 | 11% | |
| SYSTEMS INTEGRATION | 76 | 90 | 108 | 130 | 157 | 194 | 235 | 285 | 21% | |
| EQUIPMENT | 26 | 31 | 37 | 45 | 54 | 67 | 81 | 99 | 21% | |
| APPLICATION SOFTWARE | 4 | 5 | 6 | 7 | 8 | 10 | 12 | 15 | 21% | |
| SYSTEM SOFTWARE | 2 | 2 | 2 | 3 | 3 | 4 | 5 | 6 | 22% | |
| PROFESSIONAL SERVICES | 42 | 49 | 59 | 71 | 86 | 107 | 129 | 157 | 21% | |
| OTHER | 2 | 3 | 4 | 4 | 5 | 6 | 8 | 9 | 21% | |
| TOTAL | 3070 | 3395 | 3000 | 3312 | 3669 | 4079 | 4535 | 5052 | 6% | |

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. $50M- $150M

| SEGMENTATION | 1991 ($M) | 1992 ($M) | 1993 ($M) | 1994 ($M) | 1995 ($M) | 1996 ($M) | 1997 ($M) | 2000 ($M) | CAGR 92-97 | |
|---|---|---|---|---|---|---|---|---|---|---|
| CONSUMER | | | | | | | | | | |
| FOOD | | | | | | | | | | 0.27 |
| TURNKEY SYSTEMS | 57 | 63 | 69 | 75 | 83 | 91 | 101 | 111 | 10% | |
| EQUIPMENT | 27 | 28 | 30 | 32 | 34 | 37 | 40 | 43 | 7% | |
| SOFTWARE PRODUCTS | 21 | 24 | 26 | 29 | 33 | 37 | 40 | 45 | 11% | |
| APPLICATIONS | 18 | 21 | 23 | 26 | 29 | 32 | 36 | 40 | 11% | |
| SYSTEMS | 3 | 3 | 3 | 4 | 4 | 4 | 5 | 5 | 9% | |
| PROFESSIONAL SERVICES | 9 | 11 | 12 | 14 | 16 | 18 | 20 | 23 | 13% | |
| APPLICATIONS SOFTWARE PRODUCTS | 56 | 64 | 73 | 83 | 96 | 110 | 127 | 148 | 15% | |
| MAINFRAME | 8 | 8 | 9 | 9 | 10 | 11 | 11 | 12 | 6% | |
| MIDRANGE | 32 | 35 | 39 | 43 | 48 | 54 | 59 | 66 | 11% | |
| WORKSTATION/PC | 16 | 20 | 25 | 30 | 37 | 46 | 57 | 70 | 23% | |
| PROFESSIONAL SERVICES | 90 | 99 | 108 | 118 | 130 | 142 | 155 | 170 | 9% | |
| CONSULTING | 23 | 25 | 28 | 31 | 35 | 40 | 45 | 50 | 13% | |
| CUSTOM SOFTWARE | 55 | 60 | 64 | 69 | 75 | 80 | 86 | 92 | 8% | |
| EDUCATION/TRAINING | 13 | 14 | 17 | 18 | 20 | 22 | 25 | 28 | 11% | |
| SYSTEMS INTEGRATION | 23 | 27 | 33 | 40 | 48 | 59 | 72 | 87 | 21% | |
| EQUIPMENT | 8 | 9 | 11 | 14 | 17 | 20 | 25 | 30 | 21% | |
| APPLICATION SOFTWARE | 1 | 1 | 2 | 2 | 2 | 3 | 4 | 5 | 21% | |
| SYSTEM SOFTWARE | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 2 | 22% | |
| PROFESSIONAL SERVICES | 13 | 15 | 18 | 22 | 26 | 32 | 39 | 48 | 21% | |
| OTHER | 1 | 1 | 1 | 1 | 2 | 2 | 2 | 3 | 21% | |
| TOTAL | 226 | 252 | 283 | 317 | 356 | 402 | 455 | 516 | 13% | |

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. $50M- $150M

| SEGMENTATION | 1991 ($M) | 1992 ($M) | 1993 ($M) | 1994 ($M) | 1995 ($M) | 1996 ($M) | 1997 ($M) | 2000 ($M) | CAGR 92-97 | |
|---|---|---|---|---|---|---|---|---|---|---|
| CPG | | | | | | | | | | 0.27 |
| TURNKEY SYSTEMS | 26 | 29 | 32 | 35 | 39 | 43 | 47 | 52 | 10% | |
| EQUIPMENT | 12 | 13 | 14 | 15 | 16 | 17 | 19 | 20 | 7% | |
| SOFTWARE PRODUCTS | 10 | 11 | 12 | 14 | 15 | 17 | 19 | 21 | 11% | |
| APPLICATIONS | 8 | 10 | 11 | 12 | 13 | 15 | 17 | 18 | 11% | |
| SYSTEMS | 1 | 1 | 2 | 2 | 2 | 2 | 2 | 2 | 9% | |
| PROFESSIONAL SERVICES | 4 | 5 | 6 | 6 | 8 | 8 | 9 | 11 | 13% | |
| APPLICATIONS SOFTWARE PRODUCTS | 19 | 21 | 24 | 27 | 31 | 36 | 41 | 48 | 15% | |
| MAINFRAME | 4 | 4 | 4 | 4 | 5 | 5 | 5 | 6 | 6% | |
| MIDRANGE | 10 | 11 | 12 | 13 | 14 | 16 | 18 | 19 | 10% | |
| WORKSTATION/PC | 5 | 6 | 8 | 10 | 12 | 15 | 19 | 23 | 24% | |
| PROFESSIONAL SERVICES | 42 | 46 | 50 | 55 | 61 | 66 | 73 | 80 | 9% | |
| CONSULTING | 11 | 12 | 13 | 15 | 16 | 19 | 21 | 24 | 13% | |
| CUSTOM SOFTWARE | 25 | 28 | 30 | 32 | 35 | 37 | 40 | 43 | 8% | |
| EDUCATION/TRAINING | 6 | 7 | 8 | 8 | 9 | 10 | 12 | 13 | 11% | |
| SYSTEMS INTEGRATION | 11 | 13 | 15 | 18 | 22 | 28 | 33 | 41 | 21% | |
| EQUIPMENT | 4 | 4 | 5 | 6 | 8 | 10 | 12 | 14 | 21% | |
| APPLICATION SOFTWARE | 0.6 | 0.7 | 0.8 | 1.0 | 1.2 | 1.4 | 1.7 | 2.1 | 21% | |
| SYSTEM SOFTWARE | 0.2 | 0.3 | 0.3 | 0.4 | 0.5 | 0.6 | 0.7 | 0.8 | 22% | |
| PROFESSIONAL SERVICES | 6 | 7 | 8 | 10 | 12 | 15 | 18 | 22 | 21% | |
| OTHER | 0.3 | 0.4 | 0.5 | 0.6 | 0.7 | 0.9 | 1.1 | 1.3 | 21% | |
| TOTAL | 98 | 109 | 122 | 136 | 153 | 172 | 194 | 220 | 12% | |

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. $50M- $150M

| SEGMENTATION | 1991 ($M) | 1992 ($M) | 1993 ($M) | 1994 ($M) | 1995 ($M) | 1996 ($M) | 1997 ($M) | 2000 ($M) | CAGR 92-97 | |
|---|---|---|---|---|---|---|---|---|---|---|
| WHOLESALE | | | | | | | | | | 0.35 |
| TURNKEY SYSTEMS | 170 | 183 | 196 | 211 | 229 | 239 | 256 | 274 | 7% | |
| EQUIPMENT | 80 | 82 | 86 | 91 | 94 | 96 | 102 | 107 | 4% | |
| SOFTWARE PRODUCTS | 63 | 70 | 75 | 82 | 90 | 96 | 103 | 111 | 8% | |
| APPLICATIONS | 54 | 61 | 65 | 72 | 79 | 85 | 90 | 98 | 8% | |
| SYSTEMS | 9 | 9 | 10 | 10 | 11 | 12 | 12 | 13 | 6% | |
| PROFESSIONAL SERVICES | 27 | 31 | 35 | 38 | 45 | 48 | 51 | 56 | 10% | |
| APPLICATIONS SOFTWARE PRODUCTS | 184 | 205 | 232 | 260 | 296 | 335 | 379 | 435 | 13% | |
| MAINFRAME | 86 | 89 | 94 | 96 | 100 | 104 | 111 | 116 | 4% | |
| MIDRANGE | 43 | 48 | 53 | 59 | 65 | 70 | 79 | 87 | 11% | |
| WORKSTATION/PC | 56 | 68 | 85 | 105 | 130 | 161 | 189 | 232 | 23% | |
| PROFESSIONAL SERVICES | 123 | 133 | 143 | 154 | 165 | 177 | 190 | 204 | 7% | |
| CONSULTING | 28 | 31 | 34 | 38 | 43 | 47 | 52 | 57 | 11% | |
| CUSTOM SOFTWARE | 76 | 82 | 87 | 91 | 96 | 100 | 104 | 109 | 5% | |
| EDUCATION/TRAINING | 19 | 20 | 22 | 25 | 27 | 29 | 34 | 38 | 11% | |
| SYSTEMS INTEGRATION | 55 | 64 | 74 | 85 | 100 | 116 | 134 | 156 | 16% | |
| EQUIPMENT | 19 | 22 | 26 | 29 | 35 | 40 | 47 | 54 | 16% | |
| APPLICATION SOFTWARE | 2 | 2 | 3 | 3 | 4 | 5 | 5 | 6 | 16% | |
| SYSTEM SOFTWARE | 2 | 2 | 2 | 3 | 3 | 4 | 4 | 5 | 15% | |
| PROFESSIONAL SERVICES | 30 | 35 | 41 | 48 | 56 | 65 | 75 | 87 | 16% | |
| OTHER | 1 | 2 | 2 | 2 | 2 | 3 | 4 | 4 | 15% | |
| TOTAL | 532 | 585 | 644 | 710 | 789 | 868 | 959 | 1069 | 10% | |

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. $50M- $150M

| SEGMENTATION | 1991 ($M) | 1992 ($M) | 1993 ($M) | 1994 ($M) | 1995 ($M) | 1996 ($M) | 1997 ($M) | 2000 ($M) | CAGR 92-97 | |
|---|---|---|---|---|---|---|---|---|---|---|
| PROCESS | | | | | | | | | | |
| CHEMICAL | | | | | | | | | | 0.25 |
| TURNKEY SYSTEMS | 14 | 15 | 17 | 19 | 20 | 22 | 25 | 27 | 10% | |
| EQUIPMENT | 7 | 7 | 8 | 9 | 10 | 11 | 12 | 13 | 10% | |
| SOFTWARE PRODUCTS | 5 | 6 | 6 | 7 | 7 | 8 | 9 | 10 | 10% | |
| APPLICATIONS | 4 | 5 | 5 | 6 | 6 | 7 | 8 | 8 | 10% | |
| SYSTEMS | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 10% | |
| PROFESSIONAL SERVICES | 2 | 2 | 3 | 3 | 3 | 4 | 4 | 4 | 10% | |
| APPLICATIONS SOFTWARE PRODUCTS | 12 | 14 | 16 | 18 | 21 | 24 | 28 | 33 | 15% | |
| MAINFRAME | 4 | 5 | 5 | 5 | 5 | 6 | 7 | 8 | 9% | |
| MIDRANGE | 4 | 4 | 5 | 5 | 6 | 7 | 7 | 8 | 11% | |
| WORKSTATION/PC | 4 | 5 | 6 | 8 | 9 | 12 | 14 | 17 | 23% | |
| PROFESSIONAL SERVICES | 53 | 60 | 66 | 73 | 80 | 87 | 96 | 105 | 10% | |
| CONSULTING | 13 | 15 | 17 | 19 | 21 | 24 | 27 | 30 | 13% | |
| CUSTOM SOFTWARE | 33 | 37 | 39 | 43 | 47 | 50 | 54 | 58 | 8% | |
| EDUCATION/TRAINING | 7 | 9 | 10 | 11 | 12 | 13 | 15 | 16 | 11% | |
| SYSTEMS INTEGRATION | 4 | 9 | 10 | 11 | 13 | 15 | 17 | 20 | 14% | |
| EQUIPMENT | 2 | 4 | 4 | 5 | 6 | 7 | 8 | 9 | 14% | |
| APPLICATION SOFTWARE | 0.1 | 0.3 | 0.3 | 0.3 | 0.4 | 0.5 | 0.5 | 0.6 | 13% | |
| SYSTEM SOFTWARE | 0.1 | 0.3 | 0.3 | 0.3 | 0.4 | 0.5 | 0.5 | 0.6 | 13% | |
| PROFESSIONAL SERVICES | 2 | 4 | 5 | 5 | 6 | 7 | 8 | 9 | 14% | |
| OTHER | 0.1 | 0.3 | 0.3 | 0.3 | 0.4 | 0.5 | 0.5 | 0.6 | 13% | |
| TOTAL | 83 | 98 | 109 | 121 | 133 | 148 | 166 | 185 | 11% | |

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. $50M- $150M

| SEGMENTATION | 1991 ($M) | 1992 ($M) | 1993 ($M) | 1994 ($M) | 1995 ($M) | 1996 ($M) | 1997 ($M) | 2000 ($M) | CAGR 92-97 | |
|---|---|---|---|---|---|---|---|---|---|---|
| PHARMACEUTICALS | | | | | | | | | | 0.35 |
| TURNKEY SYSTEMS | 4 | 4 | 5 | 5 | 6 | 6 | 7 | 8 | 10% | |
| EQUIPMENT | 2 | 2 | 2 | 2 | 3 | 3 | 3 | 4 | 10% | |
| SOFTWARE PRODUCTS | 1 | 2 | 2 | 2 | 2 | 2 | 2 | 3 | 10% | |
| APPLICATIONS | 1 | 1 | 1 | 2 | 2 | 2 | 2 | 2 | 10% | |
| SYSTEMS | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 10% | |
| PROFESSIONAL SERVICES | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 10% | |
| APPLICATIONS SOFTWARE PRODUCTS | 7 | 8 | 10 | 11 | 13 | 15 | 18 | 21 | 17% | |
| MAINFRAME | 1 | 1 | 1 | 1 | 1 | 2 | 2 | 2 | 9% | |
| MIDRANGE | 3 | 3 | 4 | 4 | 4 | 5 | 5 | 6 | 11% | |
| WORKSTATION/PC | 3 | 4 | 5 | 6 | 7 | 9 | 11 | 13 | 23% | |
| PROFESSIONAL SERVICES | 15 | 17 | 19 | 20 | 22 | 24 | 27 | 29 | 10% | |
| CONSULTING | 4 | 4 | 5 | 5 | 6 | 7 | 7 | 8 | 13% | |
| CUSTOM SOFTWARE | 9 | 10 | 11 | 12 | 13 | 14 | 15 | 16 | 8% | |
| EDUCATION/TRAINING | 2 | 2 | 3 | 3 | 3 | 4 | 4 | 5 | 11% | |
| SYSTEMS INTEGRATION | 1 | 3 | 3 | 3 | 4 | 4 | 5 | 5 | 14% | |
| EQUIPMENT | 1 | 1 | 1 | 1 | 2 | 2 | 2 | 2 | 14% | |
| APPLICATION SOFTWARE | 0.0 | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | 0.2 | 13% | |
| SYSTEM SOFTWARE | 0.0 | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | 0.2 | 13% | |
| PROFESSIONAL SERVICES | 1 | 1 | 1 | 2 | 2 | 2 | 2 | 3 | 14% | |
| OTHER | 0.0 | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | 0.2 | 13% | |
| TOTAL | 27 | 32 | 36 | 40 | 45 | 50 | 56 | 64 | 12% | |

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. $50M- $150M

| SEGMENTATION | 1991 ($M) | 1992 ($M) | 1993 ($M) | 1994 ($M) | 1995 ($M) | 1996 ($M) | 1997 ($M) | 2000 ($M) | CAGR 92-97 | |
|---|---|---|---|---|---|---|---|---|---|---|
| OTHER PROCESS | | | | | | | | | | 0.2 |
| TURNKEY SYSTEMS | 45 | 49 | 54 | 59 | 65 | 72 | 79 | 87 | 10% | |
| EQUIPMENT | 21 | 24 | 26 | 28 | 31 | 34 | 38 | 42 | 10% | |
| SOFTWARE PRODUCTS | 16 | 18 | 19 | 21 | 24 | 26 | 29 | 31 | 10% | |
| APPLICATIONS | 14 | 15 | 17 | 18 | 20 | 22 | 25 | 27 | 10% | |
| SYSTEMS | 2 | 2 | 3 | 3 | 3 | 4 | 4 | 4 | 10% | |
| PROFESSIONAL SERVICES | 7 | 8 | 9 | 9 | 10 | 11 | 13 | 14 | 10% | |
| APPLICATIONS SOFTWARE PRODUCTS | 48 | 55 | 63 | 72 | 83 | 96 | 115 | 134 | 16% | |
| MAINFRAME | 14 | 15 | 15 | 16 | 17 | 18 | 22 | 24 | 9% | |
| MIDRANGE | 17 | 18 | 21 | 23 | 26 | 28 | 32 | 35 | 11% | |
| WORKSTATION/PC | 18 | 22 | 27 | 33 | 40 | 49 | 61 | 75 | 23% | |
| PROFESSIONAL SERVICES | 170 | 192 | 212 | 232 | 254 | 279 | 306 | 336 | 10% | |
| CONSULTING | 41 | 46 | 53 | 60 | 67 | 76 | 86 | 97 | 13% | |
| CUSTOM SOFTWARE | 105 | 118 | 126 | 137 | 149 | 160 | 173 | 186 | 8% | |
| EDUCATION/TRAINING | 24 | 28 | 33 | 35 | 39 | 43 | 47 | 53 | 11% | |
| SYSTEMS INTEGRATION | 14 | 29 | 32 | 36 | 42 | 48 | 55 | 62 | 14% | |
| EQUIPMENT | 6 | 13 | 14 | 16 | 18 | 21 | 24 | 28 | 14% | |
| APPLICATION SOFTWARE | 0 | 1 | 1 | 1 | 1 | 1 | 2 | 2 | 13% | |
| SYSTEM SOFTWARE | 0 | 1 | 1 | 1 | 1 | 1 | 2 | 2 | 13% | |
| PROFESSIONAL SERVICES | 6 | 14 | 15 | 17 | 20 | 22 | 26 | 29 | 14% | |
| OTHER | 0 | 1 | 1 | 1 | 1 | 1 | 2 | 2 | 13% | |
| TOTAL | 275 | 325 | 361 | 400 | 444 | 494 | 554 | 619 | 11% | |

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. $50M- $150M

| SEGMENTATION | 1991 ($M) | 1992 ($M) | 1993 ($M) | 1994 ($M) | 1995 ($M) | 1996 ($M) | 1997 ($M) | 2000 ($M) | CAGR 92-97 |
|---|---|---|---|---|---|---|---|---|---|
| GRAND TOTAL | | | | | | | | | |
| TURNKEY SYSTEMS | 830 | 913 | 998 | 1090 | 1192 | 1303 | 1429 | 1565 | 9% |
| EQUIPMENT | 391 | 413 | 442 | 473 | 495 | 529 | 580 | 622 | 7% |
| SOFTWARE PRODUCTS | 307 | 346 | 378 | 422 | 466 | 519 | 569 | 629 | 10% |
| APPLICATIONS | 264 | 301 | 328 | 371 | 410 | 456 | 500 | 554 | 11% |
| SYSTEMS | 43 | 45 | 49 | 51 | 57 | 62 | 69 | 75 | 9% |
| PROFESSIONAL SERVICES | 133 | 155 | 178 | 195 | 231 | 255 | 280 | 315 | 13% |
| APPLICATIONS SOFTWARE PRODUCTS | 687 | 776 | 880 | 997 | 1144 | 1314 | 1514 | 1753 | 14% |
| MAINFRAME | 186 | 197 | 210 | 219 | 229 | 241 | 261 | 276 | 6% |
| MIDRANGE | 300 | 333 | 365 | 399 | 443 | 489 | 543 | 599 | 10% |
| WORKSTATION/PC | 201 | 246 | 305 | 379 | 472 | 584 | 709 | 877 | 24% |
| PROFESSIONAL SERVICES | 1312 | 1444 | 1581 | 1728 | 1888 | 2064 | 2256 | 2471 | 9% |
| CONSULTING | 323 | 356 | 404 | 451 | 506 | 574 | 644 | 725 | 13% |
| CUSTOM SOFTWARE | 798 | 877 | 933 | 1012 | 1092 | 1170 | 1250 | 1343 | 7% |
| EDUCATION/TRAINING | 191 | 211 | 245 | 265 | 290 | 320 | 362 | 403 | 11% |
| SYSTEMS INTEGRATION | 316 | 391 | 464 | 553 | 661 | 805 | 966 | 1159 | 20% |
| EQUIPMENT | 111 | 139 | 165 | 196 | 234 | 285 | 342 | 409 | 20% |
| APPLICATION SOFTWARE | 15 | 19 | 22 | 26 | 32 | 39 | 47 | 56 | 20% |
| SYSTEM SOFTWARE | 7 | 9 | 11 | 13 | 15 | 18 | 22 | 26 | 19% |
| PROFESSIONAL SERVICES | 173 | 212 | 252 | 301 | 359 | 438 | 526 | 631 | 20% |
| OTHER | 10 | 12 | 14 | 17 | 21 | 25 | 30 | 36 | 20% |
| TOTAL | 3146 | 3524 | 3923 | 4368 | 4885 | 5486 | 6165 | 6948 | 12% |

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. $50M- $150M

| SEGMENTATION | 1991 ($M) | 1992 ($M) | 1993 ($M) | 1994 ($M) | 1995 ($M) | 1996 ($M) | 1997 ($M) | 2000 ($M) | CAGR 92-97 | |
|---|---|---|---|---|---|---|---|---|---|---|
| CROSS INDUSTRY MARKETS | | | | | | | | | | |
| MAINFRAME APPLICATION SOFTWARE | | | | | | | | | | 0.2 |
| ACCOUNTING | 151 | 158 | 164 | 170 | 178 | 184 | 200 | 210 | 5% | |
| EDUCATION & TRAINING | 11 | 11 | 11 | 12 | 12 | 12 | 12 | 13 | 2% | |
| ENGINEERING & SCIENTIFIC | 29 | 32 | 34 | 37 | 40 | 43 | 46 | 50 | 8% | |
| HUMAN RESOURCES | 53 | 56 | 59 | 62 | 65 | 68 | 72 | 76 | 5% | |
| OFFICE SYSTEMS | 33 | 33 | 34 | 35 | 35 | 36 | 37 | 38 | 2% | |
| PLANNING & ANALYSIS | 40 | 43 | 47 | 50 | 54 | 57 | 60 | 64 | 7% | |
| SALES & MARKETING | 38 | 40 | 43 | 45 | 48 | 51 | 54 | 57 | 6% | |
| SUB-TOTAL | 355 | 373 | 391 | 411 | 432 | 451 | 481 | 507 | 5% | |
| | | | | | | | | | ERR | |
| MINICOMPUTER APPLICATION SOFTWARE | | | | | | | | | ERR | 0.2 |
| ACCOUNTING | 112 | 120 | 126 | 134 | 142 | 150 | 160 | 169 | 6% | |
| EDUCATION & TRAINING | 5 | 5 | 5 | 6 | 6 | 6 | 6 | 6 | 1% | |
| ENGINEERING & SCIENTIFIC | 48 | 53 | 58 | 64 | 70 | 78 | 85 | 93 | 10% | |
| HUMAN RESOURCES | 53 | 55 | 59 | 64 | 69 | 75 | 80 | 86 | 8% | |
| OFFICE SYSTEMS | 113 | 122 | 132 | 142 | 154 | 166 | 179 | 193 | 8% | |
| PLANNING & ANALYSIS | 34 | 36 | 36 | 36 | 36 | 36 | 36 | 36 | 0% | |
| SALES & MARKETING | 15 | 16 | 17 | 18 | 19 | 20 | 21 | 22 | 6% | |
| SUB-TOTAL | 380 | 407 | 433 | 464 | 495 | 531 | 567 | 607 | 7% | |
| PC/WORKSTATION APPLICATION SOFTWARE | | | | | | | | | | 0.2 |
| ACCOUNTING | 187 | 210 | 240 | 280 | 320 | 380 | 480 | 566 | 18% | |
| EDUCATION & TRAINING | 24 | 26 | 28 | 31 | 35 | 41 | 48 | 54 | 13% | |
| ENGINEERING & SCIENTIFIC | 53 | 61 | 70 | 80 | 92 | 106 | 122 | 140 | 15% | |
| HUMAN RESOURCES | 35 | 42 | 52 | 64 | 78 | 100 | 128 | 160 | 25% | |
| OFFICE SYSTEMS | 334 | 379 | 433 | 510 | 580 | 700 | 872 | 1030 | 18% | |
| PLANNING & ANALYSIS | 250 | 300 | 360 | 432 | 518 | 622 | 746 | 895 | 20% | |
| SALES & MARKETING | 14 | 16 | 19 | 23 | 28 | 36 | 49 | 61 | 25% | |
| SUB-TOTAL | 896 | 1034 | 1202 | 1420 | 1651 | 1985 | 2445 | 2907 | 19% | |
| CROSS-INDUSTRY APPLIC. SOFTWARE | | | | | | | | | | |
| ACCOUNTING | 450 | 488 | 530 | 584 | 640 | 714 | 840 | 945 | 11% | |
| EDUCATION & TRAINING | 40 | 43 | 45 | 48 | 53 | 59 | 66 | 73 | 9% | |
| ENGINEERING & SCIENTIFIC | 130 | 145 | 162 | 181 | 202 | 227 | 253 | 283 | 12% | |
| HUMAN RESOURCES | 141 | 153 | 170 | 190 | 212 | 243 | 280 | 322 | 13% | |
| OFFICE SYSTEMS | 480 | 534 | 599 | 687 | 769 | 902 | 1088 | 1261 | 15% | |
| PLANNING & ANALYSIS | 324 | 379 | 443 | 518 | 608 | 715 | 842 | 995 | 17% | |
| SALES & MARKETING | 7 | 72 | 78 | 86 | 95 | 107 | 124 | 141 | 12% | |
| TOTAL | 1572 | 1814 | 2027 | 2294 | 2578 | 2967 | 3493 | 4021 | 14% | |

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES

| SEGMENTATION | 1991 ($M) | 1992 ($M) | 1993 ($M) | 1994 ($M) | 1995 ($M) | 1996 ($M) | 1997 ($M) | 2000 ($M) |
|---|---|---|---|---|---|---|---|---|
| CROSS INDUSTRY MARKETS | | | | | | | | |
| MAINFRAME APPLICATION SOFTWARE | | | | | | | | |
| ACCOUNTING | 757 | 790 | 820 | 850 | 890 | 920 | 1000 | 1048 |
| EDUCATION & TRAINING | 55 | 56 | 56 | 58 | 60 | 61 | 62 | 63 |
| ENGINEERING & SCIENTIFIC | 146 | 158 | 170 | 185 | 200 | 215 | 230 | 248 |
| HUMAN RESOURCES | 265 | 280 | 295 | 310 | 325 | 340 | 360 | 379 |
| OFFICE SYSTEMS | 163 | 166 | 170 | 173 | 176 | 180 | 184 | 188 |
| PLANNING & ANALYSIS | 200 | 216 | 233 | 252 | 270 | 287 | 300 | 320 |
| SALES & MARKETING | 190 | 200 | 213 | 225 | 240 | 254 | 270 | 287 |
| SUB-TOTAL | 1776 | 1866 | 1957 | 2053 | 2161 | 2257 | 2406 | 2533 |
| MINICOMPUTER APPLICATION SOFTWARE | | | | | | | | |
| ACCOUNTING | 560 | 600 | 630 | 670 | 710 | 750 | 800 | 847 |
| EDUCATION & TRAINING | 26 | 27 | 27 | 28 | 28 | 29 | 29 | 29 |
| ENGINEERING & SCIENTIFIC | 241 | 265 | 290 | 320 | 350 | 390 | 425 | 467 |
| HUMAN RESOURCES | 265 | 275 | 295 | 320 | 345 | 375 | 400 | 431 |
| OFFICE SYSTEMS | 565 | 610 | 660 | 710 | 768 | 830 | 895 | 966 |
| PLANNING & ANALYSIS | 170 | 178 | 180 | 180 | 180 | 180 | 180 | 180 |
| SALES & MARKETING | 75 | 80 | 84 | 90 | 95 | 100 | 106 | 112 |
| SUB-TOTAL | 1902 | 2035 | 2166 | 2318 | 2476 | 2654 | 2835 | 3034 |
| PC/WORKSTATION APPLICATION SOFTWARE | | | | | | | | |
| ACCOUNTING | 933 | 1050 | 1200 | 1400 | 1600 | 1900 | 2400 | 2831 |
| EDUCATION & TRAINING | 120 | 130 | 140 | 155 | 175 | 205 | 240 | 271 |
| ENGINEERING & SCIENTIFIC | 264 | 304 | 350 | 400 | 460 | 530 | 610 | 701 |
| HUMAN RESOURCES | 173 | 210 | 260 | 320 | 390 | 500 | 640 | 800 |
| OFFICE SYSTEMS | 1672 | 1895 | 2165 | 2550 | 2900 | 3500 | 4360 | 5151 |
| PLANNING & ANALYSIS | 1250 | 1500 | 1800 | 2160 | 2590 | 3110 | 3730 | 4475 |
| SALES & MARKETING | 70 | 80 | 95 | 115 | 140 | 180 | 245 | 306 |
| SUB-TOTAL | 4482 | 5169 | 6010 | 7100 | 8255 | 9925 | 12225 | 14536 |
| CROSS-INDUSTRY APPLIC. SOFTWARE | | | | | | | | |
| ACCOUNTING | 2250 | 2440 | 2650 | 2920 | 3200 | 3570 | 4200 | 4727 |
| EDUCATION & TRAINING | 201 | 213 | 223 | 241 | 263 | 295 | 331 | 364 |
| ENGINEERING & SCIENTIFIC | 651 | 727 | 810 | 905 | 1010 | 1135 | 1265 | 1416 |
| HUMAN RESOURCES | 703 | 765 | 850 | 950 | 1060 | 1215 | 1400 | 1609 |
| OFFICE SYSTEMS | 2400 | 2671 | 2995 | 3433 | 3844 | 4510 | 5439 | 6305 |
| PLANNING & ANALYSIS | 1620 | 1894 | 2213 | 2592 | 3040 | 3577 | 4210 | 4976 |
| SALES & MARKETING | 335 | 360 | 392 | 430 | 475 | 534 | 621 | 705 |
| TOTAL | 8160 | 9070 | 10133 | 11471 | 12892 | 14836 | 17466 | 20103 |

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES

| SEGMENTATION | 1991 ($M) | 1992 ($M) | 1993 ($M) | 1994 ($M) | 1995 ($M) | 1996 ($M) | 1997 ($M) | 2000 ($M) |
|---|---|---|---|---|---|---|---|---|
| TOTAL | | | | | | | | |
| TURNKEY SYSTEMS | 3066 | 3376 | 3695 | 4039 | 4419 | 4839 | 5315 | 5829 |
| EQUIPMENT | 1444 | 1528 | 1640 | 1756 | 1840 | 1973 | 2166 | 2325 |
| SOFTWARE PRODUCTS | 1132 | 1277 | 1397 | 1563 | 1725 | 1923 | 2112 | 2336 |
| APPLICATIONS | 974 | 1110 | 1214 | 1373 | 1515 | 1691 | 1855 | 2057 |
| SYSTEMS | 158 | 167 | 183 | 190 | 210 | 232 | 257 | 279 |
| PROFESSIONAL SERVICES | 491 | 571 | 659 | 719 | 853 | 943 | 1036 | 1167 |
| APPLICATIONS SOFTWARE PRODUCTS | 2503 | 2828 | 3209 | 3641 | 4181 | 4806 | 5547 | 6429 |
| MAINFRAME | 646 | 685 | 730 | 763 | 800 | 844 | 918 | 973 |
| MIDRANGE | 1123 | 1247 | 1366 | 1494 | 1660 | 1833 | 2034 | 2244 |
| WORKSTATION/PC | 733 | 896 | 1114 | 1384 | 1721 | 2129 | 2595 | 3211 |
| PROFESSIONAL SERVICES | 5100 | 5622 | 6159 | 6735 | 7363 | 8052 | 8807 | 9649 |
| CONSULTING | 1257 | 1386 | 1573 | 1760 | 1975 | 2239 | 2514 | 2832 |
| CUSTOM SOFTWARE | 3103 | 3414 | 3632 | 3944 | 4260 | 4566 | 4886 | 5250 |
| EDUCATION/TRAINING | 741 | 821 | 954 | 1031 | 1129 | 1247 | 1407 | 1567 |
| SYSTEMS INTEGRATION | 1174 | 1471 | 1744 | 2078 | 2482 | 3026 | 3633 | 4360 |
| EQUIPMENT | 414 | 527 | 623 | 741 | 885 | 1076 | 1291 | 1547 |
| APPLICATION SOFTWARE | 57 | 70 | 83 | 98 | 119 | 146 | 176 | 212 |
| SYSTEM SOFTWARE | 26 | 34 | 40 | 47 | 56 | 69 | 81 | 97 |
| PROFESSIONAL SERVICES | 639 | 793 | 943 | 1126 | 1345 | 1640 | 1971 | 2367 |
| OTHER | 37 | 47 | 55 | 65 | 78 | 95 | 114 | 137 |
| TOTAL | 11843 | 13296 | 14808 | 16492 | 18445 | 20723 | 23302 | 26267 |

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES

| SEGMENTATION | 1991 ($M) | 1992 ($M) | 1993 ($M) | 1994 ($M) | 1995 ($M) | 1996 ($M) | 1997 ($M) | 2000 ($M) |
|---|---|---|---|---|---|---|---|---|
| OTHER PROCESS | | | | | | | | |
| TURNKEY SYSTEMS | 224 | 245 | 270 | 297 | 327 | 359 | 396 | 435 |
| EQUIPMENT | 107 | 118 | 130 | 142 | 157 | 172 | 190 | 209 |
| SOFTWARE PRODUCTS | 81 | 88 | 97 | 107 | 118 | 130 | 143 | 157 |
| APPLICATIONS | 70 | 76 | 84 | 92 | 102 | 112 | 123 | 136 |
| SYSTEMS | 11 | 12 | 13 | 15 | 16 | 18 | 20 | 22 |
| PROFESSIONAL SERVICES | 36 | 39 | 43 | 47 | 52 | 57 | 63 | 70 |
| APPLICATIONS SOFTWARE PRODUCTS | 238 | 273 | 313 | 360 | 414 | 479 | 573 | 671 |
| MAINFRAME | 68 | 73 | 77 | 81 | 85 | 90 | 112 | 122 |
| MIDRANGE | 83 | 92 | 103 | 115 | 129 | 142 | 158 | 176 |
| WORKSTATION/PC | 88 | 108 | 133 | 163 | 201 | 247 | 304 | 373 |
| PROFESSIONAL SERVICES | 848 | 962 | 1061 | 1162 | 1272 | 1394 | 1528 | 1678 |
| CONSULTING | 204 | 232 | 267 | 300 | 334 | 379 | 428 | 484 |
| CUSTOM SOFTWARE | 524 | 590 | 629 | 685 | 744 | 802 | 864 | 932 |
| EDUCATION/TRAINING | 120 | 140 | 165 | 176 | 194 | 213 | 236 | 263 |
| SYSTEMS INTEGRATION | 68 | 144 | 161 | 182 | 208 | 239 | 274 | 312 |
| EQUIPMENT | 30 | 64 | 71 | 80 | 92 | 105 | 121 | 138 |
| APPLICATION SOFTWARE | 2 | 4 | 5 | 5 | 6 | 7 | 8 | 9 |
| SYSTEM SOFTWARE | 2 | 4 | 5 | 5 | 6 | 7 | 8 | 9 |
| PROFESSIONAL SERVICES | 32 | 68 | 76 | 86 | 98 | 112 | 129 | 147 |
| OTHER | 2 | 4 | 5 | 5 | 6 | 7 | 8 | 9 |
| TOTAL | 1377 | 1625 | 1805 | 2000 | 2221 | 2471 | 2771 | 3096 |

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES

| SEGMENTATION | 1991 ($M) | 1992 ($M) | 1993 ($M) | 1994 ($M) | 1995 ($M) | 1996 ($M) | 1997 ($M) | 2000 ($M) |
|---|---|---|---|---|---|---|---|---|
| PHARMACEUTICALS | | | | | | | | |
| TURNKEY SYSTEMS | 11 | 12 | 14 | 15 | 16 | 18 | 20 | 22 |
| EQUIPMENT | 5 | 6 | 6 | 7 | 8 | 9 | 9 | 10 |
| SOFTWARE PRODUCTS | 4 | 4 | 5 | 5 | 6 | 6 | 7 | 8 |
| APPLICATIONS | 3 | 4 | 4 | 5 | 5 | 6 | 6 | 7 |
| SYSTEMS | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 |
| PROFESSIONAL SERVICES | 2 | 2 | 2 | 2 | 3 | 3 | 3 | 3 |
| APPLICATIONS SOFTWARE PRODUCTS | 20 | 24 | 27 | 32 | 37 | 43 | 51 | 61 |
| MAINFRAME | 3 | 4 | 4 | 4 | 4 | 5 | 6 | 6 |
| MIDRANGE | 8 | 9 | 10 | 11 | 13 | 14 | 15 | 17 |
| WORKSTATION/PC | 9 | 11 | 13 | 16 | 20 | 25 | 30 | 37 |
| PROFESSIONAL SERVICES | 42 | 48 | 53 | 58 | 64 | 70 | 76 | 84 |
| CONSULTING | 10 | 12 | 13 | 15 | 17 | 19 | 21 | 24 |
| CUSTOM SOFTWARE | 26 | 30 | 31 | 34 | 37 | 40 | 43 | 47 |
| EDUCATION/TRAINING | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 |
| SYSTEMS INTEGRATION | 3 | 7 | 8 | 9 | 10 | 12 | 14 | 16 |
| EQUIPMENT | 2 | 3 | 4 | 4 | 5 | 5 | 6 | 7 |
| APPLICATION SOFTWARE | 0.1 | 0.2 | 0.2 | 0.3 | 0.3 | 0.4 | 0.4 | 0.5 |
| SYSTEM SOFTWARE | 0.1 | 0.2 | 0.2 | 0.3 | 0.3 | 0.4 | 0.4 | 0.5 |
| PROFESSIONAL SERVICES | 2 | 3 | 4 | 4 | 5 | 6 | 6 | 7 |
| OTHER | 0.1 | 0.2 | 0.2 | 0.3 | 0.3 | 0.4 | 0.4 | 0.5 |
| TOTAL | 77 | 91 | 102 | 114 | 127 | 143 | 161 | 182 |

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES

| SEGMENTATION | 1991 ($M) | 1992 ($M) | 1993 ($M) | 1994 ($M) | 1995 ($M) | 1996 ($M) | 1997 ($M) | 2000 ($M) |
|---|---|---|---|---|---|---|---|---|
| PROCESS | | | | | | | | |
| CHEMICAL | | | | | | | | |
| TURNKEY SYSTEMS | 56 | 61 | 68 | 74 | 82 | 90 | 99 | 109 |
| EQUIPMENT | 27 | 29 | 32 | 36 | 39 | 43 | 47 | 52 |
| SOFTWARE PRODUCTS | 20 | 22 | 24 | 27 | 30 | 32 | 36 | 39 |
| APPLICATIONS | 17 | 19 | 21 | 23 | 26 | 28 | 31 | 34 |
| SYSTEMS | 3 | 3 | 3 | 4 | 4 | 4 | 5 | 5 |
| PROFESSIONAL SERVICES | 9 | 10 | 11 | 12 | 13 | 14 | 16 | 17 |
| APPLICATIONS SOFTWARE PRODUCTS | 49 | 56 | 63 | 72 | 82 | 95 | 114 | 133 |
| MAINFRAME | 17 | 18 | 19 | 20 | 21 | 23 | 28 | 30 |
| MIDRANGE | 16 | 17 | 19 | 21 | 24 | 26 | 29 | 32 |
| WORKSTATION/PC | 16 | 20 | 25 | 31 | 38 | 46 | 57 | 70 |
| PROFESSIONAL SERVICES | 212 | 241 | 265 | 290 | 318 | 349 | 382 | 420 |
| CONSULTING | 51 | 58 | 67 | 75 | 84 | 95 | 107 | 121 |
| CUSTOM SOFTWARE | 131 | 148 | 157 | 171 | 186 | 201 | 216 | 233 |
| EDUCATION/TRAINING | 30 | 35 | 41 | 44 | 48 | 53 | 59 | 66 |
| SYSTEMS INTEGRATION | 17 | 36 | 40 | 46 | 52 | 60 | 69 | 78 |
| EQUIPMENT | 8 | 16 | 18 | 20 | 23 | 26 | 30 | 34 |
| APPLICATION SOFTWARE | 1 | 1 | 1 | 1 | 2 | 2 | 2 | 2 |
| SYSTEM SOFTWARE | 1 | 1 | 1 | 1 | 2 | 2 | 2 | 2 |
| PROFESSIONAL SERVICES | 8 | 17 | 19 | 22 | 25 | 28 | 32 | 37 |
| OTHER | 1 | 1 | 1 | 1 | 2 | 2 | 2 | 2 |
| TOTAL | 334 | 394 | 436 | 482 | 534 | 593 | 663 | 739 |

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES

| SEGMENTATION | 1991 ($M) | 1992 ($M) | 1993 ($M) | 1994 ($M) | 1995 ($M) | 1996 ($M) | 1997 ($M) | 2000 ($M) |
|---|---|---|---|---|---|---|---|---|
| WHOLESALE | | | | | | | | |
| TURNKEY SYSTEMS | 487 | 523 | 560 | 604 | 653 | 684 | 730 | 783 |
| EQUIPMENT | 229 | 235 | 246 | 260 | 268 | 273 | 292 | 306 |
| SOFTWARE PRODUCTS | 180 | 199 | 213 | 235 | 257 | 275 | 293 | 317 |
| APPLICATIONS | 155 | 173 | 185 | 207 | 226 | 242 | 258 | 280 |
| SYSTEMS | 25 | 26 | 28 | 28 | 31 | 33 | 35 | 37 |
| PROFESSIONAL SERVICES | 78 | 89 | 101 | 109 | 128 | 136 | 145 | 160 |
| APPLICATIONS SOFTWARE PRODUCTS | 527 | 587 | 662 | 743 | 845 | 958 | 1083 | 1243 |
| MAINFRAME | 245 | 255 | 268 | 275 | 287 | 298 | 317 | 331 |
| MIDRANGE | 122 | 137 | 152 | 168 | 186 | 200 | 226 | 250 |
| WORKSTATION/PC | 160 | 195 | 242 | 300 | 372 | 460 | 540 | 662 |
| PROFESSIONAL SERVICES | 351 | 380 | 409 | 439 | 472 | 505 | 542 | 583 |
| CONSULTING | 81 | 88 | 98 | 109 | 122 | 135 | 148 | 164 |
| CUSTOM SOFTWARE | 217 | 235 | 248 | 260 | 273 | 286 | 297 | 311 |
| EDUCATION/TRAINING | 53 | 57 | 63 | 70 | 77 | 84 | 97 | 108 |
| SYSTEMS INTEGRATION | 156 | 182 | 210 | 243 | 285 | 332 | 384 | 446 |
| EQUIPMENT | 54 | 63 | 73 | 84 | 99 | 115 | 133 | 154 |
| APPLICATION SOFTWARE | 6 | 7 | 8 | 9 | 11 | 13 | 15 | 17 |
| SYSTEM SOFTWARE | 5 | 6 | 7 | 8 | 9 | 11 | 12 | 14 |
| PROFESSIONAL SERVICES | 87 | 101 | 117 | 136 | 159 | 185 | 214 | 249 |
| OTHER | 4 | 5 | 5 | 6 | 7 | 8 | 10 | 11 |
| TOTAL | 1521 | 1672 | 1841 | 2029 | 2255 | 2479 | 2739 | 3055 |

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES

| SEGMENTATION | 1991 ($M) | 1992 ($M) | 1993 ($M) | 1994 ($M) | 1995 ($M) | 1996 ($M) | 1997 ($M) | 2000 ($M) |
|---|---|---|---|---|---|---|---|---|
| CPG | | | | | | | | |
| TURNKEY SYSTEMS | 98 | 108 | 119 | 130 | 143 | 158 | 174 | 192 |
| EQUIPMENT | 46 | 49 | 52 | 56 | 59 | 63 | 70 | 75 |
| SOFTWARE PRODUCTS | 36 | 41 | 45 | 51 | 56 | 63 | 70 | 78 |
| APPLICATIONS | 31 | 36 | 39 | 45 | 49 | 56 | 61 | 68 |
| SYSTEMS | 5 | 5 | 6 | 6 | 7 | 8 | 8 | 9 |
| PROFESSIONAL SERVICES | 16 | 18 | 21 | 23 | 28 | 31 | 35 | 39 |
| APPLICATIONS SOFTWARE PRODUCTS | 69 | 78 | 88 | 100 | 115 | 133 | 153 | 178 |
| MAINFRAME | 13 | 14 | 15 | 16 | 17 | 18 | 19 | 21 |
| MIDRANGE | 37 | 41 | 44 | 48 | 53 | 59 | 65 | 72 |
| WORKSTATION/PC | 19 | 23 | 29 | 36 | 45 | 56 | 69 | 85 |
| PROFESSIONAL SERVICES | 156 | 171 | 187 | 205 | 224 | 245 | 269 | 295 |
| CONSULTING | 39 | 43 | 48 | 54 | 61 | 69 | 77 | 87 |
| CUSTOM SOFTWARE | 94 | 103 | 110 | 120 | 129 | 139 | 148 | 159 |
| EDUCATION/TRAINING | 23 | 25 | 29 | 31 | 34 | 38 | 43 | 48 |
| SYSTEMS INTEGRATION | 40 | 47 | 57 | 68 | 82 | 102 | 124 | 150 |
| EQUIPMENT | 14 | 16 | 20 | 24 | 29 | 35 | 43 | 52 |
| APPLICATION SOFTWARE | 2 | 2 | 3 | 4 | 4 | 5 | 6 | 8 |
| SYSTEM SOFTWARE | 1 | 1 | 1 | 1 | 2 | 2 | 3 | 3 |
| PROFESSIONAL SERVICES | 22 | 26 | 31 | 38 | 45 | 56 | 68 | 82 |
| OTHER | 1 | 2 | 2 | 2 | 3 | 3 | 4 | 5 |
| TOTAL | 363 | 404 | 451 | 504 | 565 | 638 | 720 | 814 |

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES

| SEGMENTATION | 1991 ($M) | 1992 ($M) | 1993 ($M) | 1994 ($M) | 1995 ($M) | 1996 ($M) | 1997 ($M) | 2000 ($M) |
|---|---|---|---|---|---|---|---|---|
| CONSUMER | | | | | | | | |
| FOOD | | | | | | | | |
| TURNKEY SYSTEMS | 210 | 232 | 255 | 280 | 306 | 338 | 373 | 411 |
| EQUIPMENT | 99 | 105 | 112 | 120 | 125 | 135 | 149 | 160 |
| SOFTWARE PRODUCTS | 78 | 88 | 97 | 109 | 121 | 136 | 150 | 166 |
| APPLICATIONS | 67 | 77 | 84 | 96 | 106 | 120 | 132 | 147 |
| SYSTEMS | 11 | 11 | 13 | 13 | 14 | 16 | 18 | 20 |
| PROFESSIONAL SERVICES | 34 | 40 | 46 | 50 | 60 | 67 | 74 | 84 |
| APPLICATIONS SOFTWARE PRODUCTS | 207 | 236 | 270 | 309 | 354 | 408 | 471 | 547 |
| MAINFRAME | 29 | 31 | 33 | 35 | 37 | 39 | 42 | 44 |
| MIDRANGE | 118 | 131 | 145 | 161 | 179 | 198 | 220 | 244 |
| WORKSTATION/PC | 61 | 74 | 92 | 113 | 139 | 170 | 210 | 258 |
| PROFESSIONAL SERVICES | 334 | 366 | 401 | 439 | 480 | 526 | 576 | 631 |
| CONSULTING | 83 | 91 | 103 | 116 | 130 | 148 | 166 | 187 |
| CUSTOM SOFTWARE | 202 | 221 | 235 | 256 | 277 | 297 | 318 | 342 |
| EDUCATION/TRAINING | 49 | 53 | 62 | 67 | 73 | 81 | 92 | 103 |
| SYSTEMS INTEGRATION | 85 | 101 | 122 | 147 | 177 | 219 | 265 | 322 |
| EQUIPMENT | 29 | 35 | 42 | 51 | 61 | 76 | 92 | 111 |
| APPLICATION SOFTWARE | 4 | 5 | 6 | 8 | 9 | 11 | 14 | 17 |
| SYSTEM SOFTWARE | 2 | 2 | 2 | 3 | 4 | 4 | 5 | 7 |
| PROFESSIONAL SERVICES | 47 | 55 | 67 | 80 | 97 | 120 | 146 | 177 |
| OTHER | 3 | 3 | 4 | 5 | 6 | 7 | 9 | 10 |
| TOTAL | 836 | 935 | 1047 | 1173 | 1317 | 1491 | 1686 | 1910 |

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES

| SEGMENTATION | 1991 ($M) | 1992 ($M) | 1993 ($M) | 1994 ($M) | 1995 ($M) | 1996 ($M) | 1997 ($M) | 2000 ($M) |
|---|---|---|---|---|---|---|---|---|
| DISCRETE/INDUSTRIAL MFGR | | | | | | | | |
| TURNKEY SYSTEMS | 716 | 793 | 871 | 954 | 1046 | 1154 | 1274 | 1402 |
| EQUIPMENT | 337 | 357 | 383 | 410 | 428 | 462 | 509 | 547 |
| SOFTWARE PRODUCTS | 265 | 301 | 331 | 372 | 411 | 463 | 511 | 568 |
| APPLICATIONS | 228 | 262 | 288 | 327 | 362 | 408 | 450 | 501 |
| SYSTEMS | 37 | 39 | 43 | 45 | 49 | 55 | 61 | 67 |
| PROFESSIONAL SERVICES | 115 | 135 | 157 | 172 | 206 | 229 | 253 | 287 |
| APPLICATIONS SOFTWARE PRODUCTS | 504 | 569 | 646 | 732 | 844 | 973 | 1121 | 1301 |
| MAINFRAME | 98 | 105 | 113 | 120 | 126 | 134 | 143 | 152 |
| MIDRANGE | 268 | 296 | 323 | 350 | 390 | 431 | 477 | 525 |
| WORKSTATION/PC | 138 | 168 | 210 | 262 | 328 | 407 | 501 | 624 |
| PROFESSIONAL SERVICES | 1142 | 1249 | 1368 | 1498 | 1639 | 1795 | 1965 | 2154 |
| CONSULTING | 285 | 312 | 353 | 394 | 444 | 504 | 566 | 638 |
| CUSTOM SOFTWARE | 690 | 755 | 803 | 874 | 945 | 1013 | 1085 | 1167 |
| EDUCATION/TRAINING | 167 | 182 | 212 | 229 | 250 | 277 | 314 | 350 |
| SYSTEMS INTEGRATION | 291 | 345 | 415 | 500 | 603 | 746 | 905 | 1098 |
| EQUIPMENT | 101 | 119 | 143 | 173 | 209 | 258 | 313 | 380 |
| APPLICATION SOFTWARE | 15 | 18 | 22 | 26 | 31 | 39 | 47 | 57 |
| SYSTEM SOFTWARE | 6 | 7 | 8 | 10 | 12 | 15 | 18 | 23 |
| PROFESSIONAL SERVICES | 160 | 189 | 228 | 275 | 331 | 410 | 497 | 603 |
| OTHER | 9 | 11 | 14 | 16 | 20 | 24 | 29 | 36 |
| TOTAL | 2652 | 2956 | 3300 | 3685 | 4131 | 4668 | 5265 | 5955 |

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES

| SEGMENTATION | 1991 ($M) | 1992 ($M) | 1993 ($M) | 1994 ($M) | 1995 ($M) | 1996 ($M) | 1997 ($M) | 2000 ($M) |
|---|---|---|---|---|---|---|---|---|
| PROCESS/CONSUMER MFGR | | | | | | | | |
| TURNKEY SYSTEMS | 677 | 750 | 824 | 902 | 988 | 1091 | 1204 | 1325 |
| EQUIPMENT | 318 | 337 | 363 | 388 | 405 | 437 | 482 | 517 |
| SOFTWARE PRODUCTS | 250 | 285 | 313 | 352 | 389 | 438 | 483 | 537 |
| APPLICATIONS | 215 | 248 | 272 | 310 | 342 | 386 | 425 | 474 |
| SYSTEMS | 35 | 37 | 41 | 42 | 47 | 52 | 58 | 63 |
| PROFESSIONAL SERVICES | 108 | 128 | 148 | 162 | 195 | 217 | 239 | 271 |
| APPLICATIONS SOFTWARE PRODUCTS | 476 | 538 | 610 | 692 | 797 | 919 | 1060 | 1230 |
| MAINFRAME | 93 | 99 | 107 | 113 | 119 | 127 | 135 | 143 |
| MIDRANGE | 253 | 280 | 305 | 331 | 368 | 408 | 451 | 497 |
| WORKSTATION/PC | 130 | 159 | 198 | 248 | 310 | 385 | 474 | 590 |
| PROFESSIONAL SERVICES | 1079 | 1181 | 1293 | 1416 | 1550 | 1697 | 1858 | 2037 |
| CONSULTING | 269 | 295 | 334 | 373 | 420 | 477 | 535 | 603 |
| CUSTOM SOFTWARE | 652 | 714 | 759 | 826 | 893 | 958 | 1026 | 1103 |
| EDUCATION/TRAINING | 158 | 172 | 200 | 217 | 237 | 262 | 297 | 331 |
| SYSTEMS INTEGRATION | 275 | 326 | 392 | 473 | 570 | 705 | 856 | 1038 |
| EQUIPMENT | 95 | 113 | 136 | 164 | 197 | 244 | 296 | 359 |
| APPLICATION SOFTWARE | 14 | 17 | 20 | 24 | 30 | 37 | 45 | 54 |
| SYSTEM SOFTWARE | 6 | 7 | 8 | 10 | 12 | 14 | 17 | 21 |
| PROFESSIONAL SERVICES | 151 | 179 | 215 | 260 | 313 | 387 | 470 | 570 |
| OTHER | 9 | 11 | 13 | 15 | 19 | 23 | 28 | 34 |
| TOTAL | 2507 | 2794 | 3119 | 3483 | 3905 | 4412 | 4977 | 5630 |

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES

| SEGMENTATION | 1991 ($M) | 1992 ($M) | 1993 ($M) | 1994 ($M) | 1995 ($M) | 1996 ($M) | 1997 ($M) | 2000 ($M) |
|---|---|---|---|---|---|---|---|---|
| ELECTRONICS | | | | | | | | |
| TURNKEY SYSTEMS | 448 | 496 | 545 | 596 | 653 | 721 | 796 | 876 |
| EQUIPMENT | 210 | 223 | 240 | 256 | 268 | 289 | 318 | 342 |
| SOFTWARE PRODUCTS | 166 | 188 | 207 | 232 | 257 | 289 | 320 | 355 |
| APPLICATIONS | 142 | 164 | 180 | 205 | 226 | 255 | 281 | 313 |
| SYSTEMS | 23 | 24 | 27 | 28 | 31 | 34 | 38 | 42 |
| PROFESSIONAL SERVICES | 72 | 84 | 98 | 107 | 129 | 143 | 158 | 179 |
| APPLICATIONS SOFTWARE PRODUCTS | 315 | 356 | 404 | 458 | 527 | 608 | 701 | 813 |
| MAINFRAME | 61 | 66 | 71 | 75 | 79 | 84 | 89 | 95 |
| MIDRANGE | 167 | 185 | 202 | 219 | 244 | 270 | 298 | 328 |
| WORKSTATION/PC | 86 | 105 | 131 | 164 | 205 | 254 | 313 | 390 |
| PROFESSIONAL SERVICES | 713 | 781 | 855 | 936 | 1024 | 1122 | 1228 | 1347 |
| CONSULTING | 178 | 195 | 221 | 247 | 277 | 315 | 354 | 399 |
| CUSTOM SOFTWARE | 431 | 472 | 502 | 546 | 591 | 633 | 678 | 729 |
| EDUCATION/TRAINING | 104 | 114 | 132 | 143 | 156 | 173 | 196 | 219 |
| SYSTEMS INTEGRATION | 182 | 215 | 259 | 313 | 377 | 466 | 566 | 686 |
| EQUIPMENT | 63 | 75 | 90 | 108 | 130 | 161 | 196 | 237 |
| APPLICATION SOFTWARE | 9 | 11 | 13 | 16 | 20 | 24 | 29 | 36 |
| SYSTEM SOFTWARE | 4 | 4 | 5 | 6 | 8 | 9 | 12 | 14 |
| PROFESSIONAL SERVICES | 100 | 118 | 142 | 172 | 207 | 256 | 311 | 377 |
| OTHER | 6 | 7 | 8 | 10 | 12 | 15 | 18 | 22 |
| TOTAL | 1658 | 1848 | 2062 | 2303 | 2582 | 2917 | 3291 | 3722 |

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES

| SEGMENTATION | 1991 ($M) | 1992 ($M) | 1993 ($M) | 1994 ($M) | 1995 ($M) | 1996 ($M) | 1997 ($M) | 2000 ($M) |
|---|---|---|---|---|---|---|---|---|
| INDUSTRIAL | | | | | | | | |
| AUTO (SUPPLIERS) | | | | | | | | |
| TURNKEY SYSTEMS | 140 | 155 | 170 | 186 | 204 | 225 | 249 | 274 |
| EQUIPMENT | 66 | 70 | 75 | 80 | 84 | 90 | 100 | 107 |
| SOFTWARE PRODUCTS | 52 | 59 | 65 | 73 | 80 | 90 | 100 | 111 |
| APPLICATIONS | 45 | 51 | 56 | 64 | 71 | 80 | 88 | 98 |
| SYSTEMS | 7 | 8 | 8 | 9 | 10 | 11 | 12 | 13 |
| PROFESSIONAL SERVICES | 22 | 26 | 31 | 34 | 40 | 45 | 49 | 56 |
| APPLICATIONS SOFTWARE PRODUCTS | 98 | 111 | 126 | 143 | 165 | 190 | 219 | 254 |
| MAINFRAME | 19 | 21 | 22 | 23 | 25 | 26 | 28 | 30 |
| MIDRANGE | 52 | 58 | 63 | 68 | 76 | 84 | 93 | 103 |
| WORKSTATION/PC | 27 | 33 | 41 | 51 | 64 | 80 | 98 | 122 |
| PROFESSIONAL SERVICES | 223 | 244 | 267 | 293 | 320 | 351 | 384 | 421 |
| CONSULTING | 56 | 61 | 69 | 77 | 87 | 99 | 111 | 125 |
| CUSTOM SOFTWARE | 135 | 147 | 157 | 171 | 185 | 198 | 212 | 228 |
| EDUCATION/TRAINING | 33 | 36 | 41 | 45 | 49 | 54 | 61 | 68 |
| SYSTEMS INTEGRATION | 57 | 67 | 81 | 98 | 118 | 146 | 177 | 214 |
| EQUIPMENT | 20 | 23 | 28 | 34 | 41 | 50 | 61 | 74 |
| APPLICATION SOFTWARE | 3 | 4 | 4 | 5 | 6 | 8 | 9 | 11 |
| SYSTEM SOFTWARE | 1 | 1 | 2 | 2 | 2 | 3 | 4 | 4 |
| PROFESSIONAL SERVICES | 31 | 37 | 45 | 54 | 65 | 80 | 97 | 118 |
| OTHER | 2 | 2 | 3 | 3 | 4 | 5 | 6 | 7 |
| TOTAL | 518 | 577 | 644 | 720 | 807 | 912 | 1028 | 1163 |

VII

P1

## Industry Sector Definitions

| Industry Sector | SIC Code | Description |
|---|---|---|
| Business Services | 65xx | Real estate |
| | 70xx | Hotels, rooming houses, camps, and other lodging places |
| | 72xx | Personal services |
| | 73xx | Business services (except hotel reservation services in 7389) |
| | 7389x | Hotel reservation services |
| | 75xx | Automotive repair, services and parking |
| | 76xx | Miscellaneous repair services |
| | 78xx | Motion pictures |
| | 79xx | Amusement and recreation services |
| | 81xx | Legal services |
| | 83xx | Social services |
| | 84xx | Museums, art galleries, and botanical/zoological gardens |
| | 86xx | Membership organizations |
| | 87xx | Engineering, accounting, research, management, and related services |
| | 89xx | Miscellaneous services |
| Federal Government | 9xxx | |
| State and Local Government | 9xxx | |
| Miscellaneous Industries | 01xx | Agricultural production - crops |
| | 02xx | Agricultural production - livestock/animals |
| | 07xx | Agricultural services |
| | 08xx | Forestry |
| | 09xx | Fishing, hunting and trapping |
| | 15xx | Building construction - general contractors, operative builders |
| | 16xx | Heavy construction - contractors |
| | 17xx | Construction - special trade contractors |

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## Industry Sector Definitions

| Industry Sector | SIC Code | Description |
|---|---|---|
| Discrete Manufacturing | 23xx | Apparel and other finished products |
| | 25xx | Furniture and fixtures |
| | 27xx | Printing, publishing and allied industries |
| | 31xx | Leather and leather products |
| | 34xx | Fabricated metal products, except machinery and transportation equipment |
| | 35xx | Industrial and commercial machinery and computer equipment |
| | 36xx | Electronic and other electrical equipment and components, except computer equipment |
| | 37xx | Transportation equipment |
| | 38xx | Instruments; photo/med/optical goods; watches/clocks |
| | 39xx | Miscellaneous manufacturing industry |
| Process Manufacturing | 10xx | Metal mining |
| | 12xx | Coal mining |
| | 13xx | Oil and gas extraction |
| | 14xx | Mining/quarrying nonmetalic minerals |
| | 20xx | Food and kindred products |
| | 21xx | Tobacco products |
| | 22xx | Textile mill products |
| | 24xx | Lumber and wood products, except furniture |
| | 26xx | Paper and allied products |
| | 28xx | Chemicals and allied products |
| | 29xx | Petroleum refining and related industries |
| | 30xx | Rubber and miscellaneous plastic products |
| | 32xx | Stone, clay, glass and concrete products |
| | 33xx | Primary metal industries |
| Transportation Services | 40xx | Railroad transport |
| | 41xx | Public transit/transport |
| | 42xx | Motor freight transport/warehousing |
| | 43xx | U.S. Postal Service |
| | 44xx | Water transportation |
| | 45xx | Air transportation (including airline reservation services in 4512) |
| | 46xx | Pipelines, except natural gas |
| | 47xx | Transportation services (including 472x, arrangement of passenger transportation) |

VII p3

## Industry Sector Definitions

| Industry Sector | SIC Code | Description |
|---|---|---|
| Telecommunications | 48xx | Communications |
| Utilities | 49xx | Electric, gas and sanitary services |
| Retail Distribution | 52xx | Building materials |
| | 53xx | General merchandise stores |
| | 54xx | Food stores |
| | 55xx | Automotive dealers, gas stations |
| | 56xx | Apparel and accessory stores |
| | 57xx | Home furniture, furnishings and accessory stores |
| | 58xx | Eating and drinking places |
| | 59xx | Miscellaneous retail |
| Wholesale Distribution | 50xx | Wholesale trade - durable goods |
| | 51xx | Wholesale trade - nondurable goods |
| Banking and Finance | 60xx | Depositary institutions |
| | 61xx | Nondepositary institutions |
| | 62xx | Security and commodity brokers, dealers, exchanges and services |
| | 67xx | Holding and other investment offices |
| Insurance | 63xx | Insurance carriers |
| | 64xx | Insurance agents, brokers and services |
| Health Services | 80xx | Health services |
| Education | 82xx | Educational services |